

THE TIMES Tomorrow

Pregnant pause
The joys of motherhood revisited by women in their late thirties

Catching up
US author Joseph Heller talks about his new novel - an Old Testament skill

Capital city
Philip Howard wraps himself in the warm and cosy duvet of London

Striking out
David Miller talks to Ray Wilkins, the League player bought by Milan for £1.5m

Portfolio

The Times Portfolio competition prize was shared by four winners yesterday. Mr Brian Lowe of Reading, Mr Christopher Parrot of Bristol, Mr Archie McNab of London, and Mr Gerard Roots of London each received £1,000 because the previous day's competition was not won. Portfolio list, page 22. How to play, information service, back page.

The Times

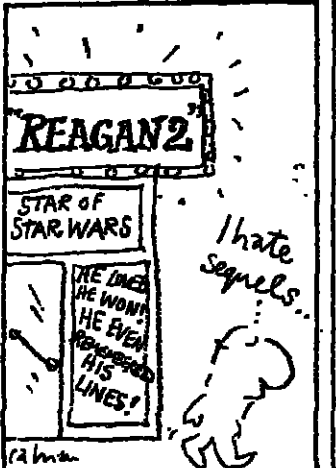
Production difficulties in the press room curtailed printing of yesterday's editions of The Times. We apologise to readers and advertisers who did not receive copies, and to newsagents and distributors who were given late supplies.

Council jobs for contract

Local authorities are to be compelled to contract out to the private sector a wider range of services, including refuse collection, vehicle maintenance and cleaning, under legislation heralded by Mr Patrick Jenkin, Secretary of State for the Environment, in the debate on the Queen's Speech.

Ustinov health fears mount

Speculation mounted over the health of Marshal Ustinov, the Soviet Defence Minister, who failed to appear at the annual Red Square military parade where he was due to make an important speech.



Gandhi inquiry

The Indian Government appointed Mr S Anand Ram, a senior security officer, to head an investigation into Indira Gandhi's assassination and announced a big internal intelligence shake-up.

QPR lose

Queen's Park Rangers were knocked out of the UEFA Cup despite going into their second leg game against Partizan Belgrade with a four-goal lead.

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Letters: On Unesco, from Professor M. Skillebeek, and Mr G. Frost.
Leading articles: US election; Star Chamber
Features, pages 12, 14
Bernard Levin finds a whiff of summer in the union air; how the Sandinistas have failed; Ronald Butt urges greater state control over state industries; a profile of Sir Henry Chilver
New enterprises, pages 20-21
A Special Report
Books, page 13
Fiona MacCarthy on *A Woman's Touch*; John Nicholson reviews fiction; Woodrow Wyatt on Barbara Castle
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Victorious Reagan says this is the start of everything

President Reagan's huge election victory gives him a powerful mandate for his second term but cross-voting limited his authority over Congress.
His defeated opponent, Mr Walter Mondale will return to a lawyer's life, his political career over. "I never really warmed to television", he said, "nor it to me".

Democrats actually made gains in the Senate where Senator Charles Percy was the main Republican casualty. Republicans did not gain as many House seats as expected (Page 6).
The dollar fell despite Reagan's reelection because US interest rates fell. The pound rose 1.1 cents and the sterling index was up 0.3 (Business News, page 17).

From Nicholas Ashford, Washington

Mr Reagan's epic victory over Mr Walter Mondale makes him the most popular President in American history; it also makes him one of the strongest.

The huge vote of confidence gives him almost unchallenged authority to complete the "second American revolution" which he launched when he took over the White House four years ago.

Although he did not get the biggest share of the popular vote in modern US history - it went to President Johnson in 1964 - he won the greatest number of electoral votes and drew his support from almost every section of the community.

Unlike President Johnson, he is presiding over a country which is economically buoyant, whose self-confidence is restored and whose is at peace.

How he uses this reinforced authority remains to be seen. Although the President said in

his victory speech that "this is not the end of anything, this is the beginning of everything", he has been deliberately vague about his plans for a second term.

He and his aides, however, have made it clear that a continuation of conservative economic policies, the rebuilding of a strong defence and resumption of arms control talks will remain top priorities.

Lists of results, analysis, reaction, pages 6 and 7; leading article, 15; Frank Johnson, 34.

In a post-election press conference in Los Angeles yesterday, Mr Reagan restated his willingness to hold a summit with President Chernomko. "We are prepared to go forward with the arms control talks and I have to believe that the Soviet

Union is going to join us in trying to get together."

The 73-year-old President's victory over his 57-year-old challenger was bigger than his win over President Carter four years ago, or President Nixon's crushing defeat of Mr George McGovern in 1972.

Mr Reagan captured every state in the Union except Minnesota. Mr Mondale's home base, and the District of Columbia, the nation's predominantly black capital city. He won 525 of electoral college votes compared with only 13 for Mr Mondale. By contrast, Mr McGovern got 17 electoral college votes in 1972.

The President greatly increased his share of the popular vote from 51 per cent in 1980 to 59 per cent. Mr Mondale received 41 per cent and announced yesterday that he would not seek elective office again. He intends to return to the practice of law after a Caribbean holiday.

The significance of the President's victory lies in the breadth of support he received from every region and virtually every demographic group. He won among young and old, men and women, Roman Catholics and Protestants, Italian-Americans who might have been expected to vote for Ms Geraldine Ferraro, and voters who share Mr Mondale's Norwegian heritage.

Continued on back page, col 5



Hail from the Chief: The moment of victory

Austin union chiefs pull back from showdown

By David Felton and Clifford Webb

Union leaders last night appeared to be pulling back from a legal confrontation over the pay strike by 25,000 Austin Rover workers after the second-largest union declared the dispute unofficial.

The decision by the executive of the Amalgamated Union of Engineering Workers, called into emergency session yesterday - to disown the displays of defiance by shop stewards and local officials earlier in the day seeking to continue the strike, caused problems for the more militant Transport and General Workers' Union, which is the largest at the company.

It was not clear what attitude the union would adopt but it is unlikely to be represented at a High Court hearing today when Austin Rover will inform the court that six unions had refused to obey an order to call off the strikes by 6pm on Tuesday.

The AUEW decision was taken after the union's 800 members back to work because its policy is not to oppose the 1984 Trades Union Act under which Austin Rover has brought the action. Mr Eric Hammond, general secretary of the Electrical, Electronic, Telecommunications and Plumbing Union will appear in the High Court today to emphasize the union's willingness to cooperate with the court.

Affidavits sworn by Mr Terry Duffy, president of the AUEW and Mr Ken Cure, the executive member responsible for the motor industry, will be read to the court.

Austin Rover won an order in the High Court on Monday that the strike which started on Monday, should be called off until a ballot of the 28,000 members had been held.

When news of the union split reached pickets at Longbridge, the biggest plant in the group, there were angry shouts of "let them try. Nobody goes in until we get more money".

Earlier in the day Mr Cure had been chased through the streets of Coventry by strikers who had travelled from Cowley to picket the meeting.

TUC asks Government to call new pit talks

By Paul Routledge, Labour Editor

The TUC is renewing its efforts to bring together the National Coal Board and the National Union of Mineworkers for talks at ending the 35-week-old coal strike.

After meeting for five and a half hours yesterday the TUC's "inner cabinet", the finance and general purposes committee, called on the Government to "require the NCB to return to meaningful negotiations".

The TUC leaders felt last night that a direct approach had to be made to the Government to change the terms of reference under which previous, abortive peace discussions have been held. It was not clear whether the NUM had given the go-ahead for this appeal to ministers.

It was being emphasized in centre and left-wing union circles that the agenda for renewed bilateral talks would have to be altered, taking the discussion away from the fruitless exchanges over words that have bedevilled talks held under the auspice of the Advisory Conciliation and Arbitration Service.

Mr Norman Willis, general secretary of the TUC, said the mineworkers' union had given a full report on last week's breakdown of negotiations. He added: "I am satisfied that during negotiations a genuine attempt was made by the NUM to reach a negotiated settlement."

He was evidently referring to changes in the miners' bargaining position, which the union regards as important but which have been dismissed by the coal board as no more than cosmetic shifts in the hardline strategy of opposition to pit closures.

They further pledged "all possible steps to develop support for the NUM" and for those unions acting in accordance with Congress policy of giving active industrial support in the power stations and transport industries. A joint meeting of transport and electricity supply unions is being arranged.

Twenty-seven miners returned to work amid picket violence and burning barricades at Whitely colliery yesterday.

Action against trustees, page 2

Heseltine attacks Labour campaign over Belgrano

By Anthony Bevins and Richard Evans

Mr Michael Heseltine, Secretary of State for Defence, sharply denounced Labour's campaign on the General Belgrano yesterday after an Opposition spokesman suggested that one of the logs of HMS Conqueror, which torpedoed the Argentine cruiser, had been stolen and destroyed to protect the Prime Minister.

He told the Commons that he had been asked to "come clean" about the sinking of the Belgrano, which sank with the loss of 368 lives on May 2 1982. "Unhesitatingly I do it," he said.

He added to mounting Conservative cheers: "The decision was taken in order to protect British lives and this House and this country is sick and tired of Labour MPs for narrow and inexplicable reasons, pursuing a campaign against the national interest."

Sir John Biggs-Davison, Conservative MP for Epping Forest, said that the desire to exculpate Argentina and damage the Royal Navy and the nation was part of Labour's "death wish". Earlier, during a two-hour session with the Select Committee on Foreign Affairs, Mr Heseltine had rejected a request that the Government

should try to kill the controversy by publishing a White Paper on the sinking.

Mr Heseltine's protest came in direct response to an emergency question about the loss of the Conqueror's log book, disclosed in yesterday's Daily Mirror.

Mr Denzil Davies, Labour's defence spokesman, said that few would believe that it had been lost through gross incompetence on the part of the Royal Navy. The alternative was that "it had been stolen and maybe destroyed by someone who thinks that details contained in that log book are embarrassing, not only to the Government but to the Prime Minister personally."

Mr Heseltine told the House that the log was not important evidence in an examination of the submarine's tactical judgments, but it could be important to potential enemies because it would reveal the disposition of Royal Navy ships and the way in which they negotiated an attack. A board of inquiry is being held into the loss.

Parliament, page 4
"No White Paper", page 2

Log-book missed after MP's letter

By Rodney Cowton, Defence Correspondent

The loss of the log kept in the navigating control room of HMS Conqueror is understood to have come to light last month when Ministry of Defence officials asked for it while preparing a reply to a letter from Mr George Foulkes, a Labour Party foreign affairs spokesman, to the Prime Minister.

In his letter Mr Foulkes had listed 15 questions regarding the circumstances surrounding the sinking of the Belgrano, of which the ninth was whether Mrs Margaret Thatcher would have the log of HMS Conqueror placed in the library of the House of Commons. This the Government has refused to do.

Although the exact timing of the loss of the log-book will be one of the factors to be established by a board of inquiry, it seems possible that it could have occurred a year or more ago, according to Whitehall sources. The log would normally have been sent from HMS Conqueror to the Ministry of Defence's records office at Hayes, west London.

Although the log would have borne a security classification, possibly at the second lowest level of "confidential", one source referred to it yesterday as "an essentially trivial document".

The reason for giving it a security classification is that anyone obtaining it would be

able to derive information about the way in which Britain's nuclear-powered submarines operate, because it gives hourly information on such things as depth and distance covered, and the vessel's position.

The log kept in the navigating control room is only one of several records kept in naval vessels, and is much less important than the commanding officer's narrative or the official ship's log.

It is said that in normal peacetime operations it is seldom referred to, except perhaps to double-check some doubtful point in one of the other records. It was being said yesterday that because most if not all the information contained in the navigating control room log was duplicated in other records, there had been some consideration of discontinuing the navigation room log.

It tended to be a "coffee-stained" document, filled in in blunt pencil by several people, which contained basically technical information, and perhaps a routine record of the completion of ships' "rounds". It was being repeated both officially and unofficially that such logs contained no tactical information or facts about the movement of other ships.

Mondale quits politics

From Trevor Fishlock, St Paul, Minnesota

Mr Walter Mondale said yesterday his political career was over. Before leaving Minnesota, for a holiday and eventual return to a lawyer's life, he congratulated Mr Reagan, coolly reviewed the reasons for his own defeat and said: "I knew it was tough from the beginning."

"I have no plans for seeking the Presidency or any other elective office again," he said. "I have been in elective office for most of my adult life and the time has come to pursue certain economic interests. My family has given to me all these years and they are entitled to something, too."

About his campaign, he said he had not made a convincing enough case to young Americans and moderates, and had "not made the case that the long-term tough problems of our nation could be solved only by a president who masters the essential details and is in command."

He added: "I was running against a popular incumbent in the midst of what are perceived as good economic times and with diminished international tensions, and with an electorate understandably anxious for continuity."

The tough Democratic Party selection process had helped him to be a better candidate, but "we went through a year of party bloodletting, of daily attacks on one another. I hated the whole process and it left scars that I carried with me through the campaign," he said.

With a wry smile, he added: "Politics today requires mastery of television. I never really warmed up to TV, and it never really warmed up to me."

Grasping the microphones set up for his farewell press conference, he said: "I don't like these things. I have never been comfortable with them. I like to look someone in the eye."

Moscow warned on Nicaragua MiGs

From Christopher Thomas, Los Angeles

President Reagan, celebrated his landslide victory, issued a fresh invitation to the Soviet Union last night to enter arms control talks, but coupled it with a warning that Russia may be about to supply fighter planes to Nicaragua.

CBS television reported that the administration had drawn up plans for aerial attacks on Nicaraguan airfields if the Sandinista government takes delivery of MiG fighters. Mr Reagan said: "I will not comment on any plans of what we might do. Right now we ourselves have been alerted."

He confirmed that the US

still had under surveillance a Soviet freighter that might be carrying MiG21s to Nicaragua. "But we cannot definitely identify that they have MiGs on there, or planes of any kind, but we are keeping a careful watch. I am not going to comment on what might follow."

Such "high-performance craft" were unnecessary and indicated "that they are contemplating being a threat to their neighbours here in the Americas."

Mr Reagan made it clear that arms control talks with the Soviet Union would be a priority. The Administration was considering whether to appoint a special envoy to keep in touch with the Russians on arms reduction.

"I have to believe that the Soviet Union is going to join us in trying to get together. We have discussed whether they would like to establish some informal channel so we can keep in touch. We have not decided on that."

Administration officials said yesterday that Soviet attack helicopters recently arrived in

Continued on back page, col 4

US must act to improve relations, Moscow says

Moscow - Tass yesterday

said that Mr Reagan's landslide victory put the burden on him to improve East-West relations, and President Chernomko said the time had come for practical action to ease world tension. Many ordinary Russians also expressed the hope that Mr Reagan would be "softer" in his attitude to the Soviet Union, although some said they feared he would become more anti-communist (Richard Owen writes).

In a telegram of congratulations to Mr Reagan, the Praesidium of the Supreme

Soviet, which is chaired by Mr Chernomko, said it hoped the coming years would be marked by a change for the better in relations between the two countries.

● **THATCHER PROMISE:** Mrs Margaret Thatcher yesterday promised President Reagan Britain's cooperation in meeting the challenge which awaited the West (Henry Stanhope writes).

● **NEIL KINNOCK:** The Opposition leader, on the other hand, urged Mr Reagan to use his political strength to work for nuclear disarmament and peace in Central America.

Harvest could weigh in at 27 million tonnes

The United Kingdom cereal harvest, already known to have far exceeded all previous records, took on still more astonishing dimensions with an announcement yesterday by the Ministry of Agriculture that this year's production will approach 27 million tonnes.

Young, Our Agricultural Correspondent writes.

This compares with an estimate two months ago of about 25 million tonnes, and would represent a 25 per cent increase on last year's total, itself a record.

Based on the Ministry's June census of areas under culti-

Warsaw rebukes blunt Rifkind

From Roger Boyes, Warsaw

The Polish Government yesterday handed out a stinging rebuke to Mr Malcolm Rifkind, the Minister of State at the Foreign Office, for his outspoken comments and meetings with Solidarity advisers during his visit to Warsaw.

Mr Jerzy Urban, the government spokesman, said only hours before Mr Rifkind returned to London: "I would say that at times the British Minister of State is expressing himself as if he is visiting a former British colony."

Mr Rifkind was on the first British ministerial visit to Poland since the martial law crackdown almost three years

ago and he was only the second leading Nato politician to visit Warsaw in the post-Solidarity period. The first was the Greek Prime Minister Mr Andreas Papandreu who came last month.

During his stay this week Mr Rifkind has been remarkably frank about what he describes as the gulf between the Polish people and their Government. He expressed scepticism about the new post-Solidarity trades unions, raised the case of political prisoners during bilateral talks, held talks - albeit over tea and cakes - with Solidarity advisers

such as Professor Bronislaw Geremek and Mr Tadeusz Mazowiecki and laid a wreath at the grave of Father Jerzy Popieluszko, the pro-Solidarity priest murdered by secret police.

Mr Urban said: "I want to object to the public statements of Minister Rifkind. During his few days' stay in Poland he was already announcing what the Poles want. I want to object to his meetings with representatives of an illegal organization (Solidarity), to his interfering in investigative procedures and saying what Poland should do in domestic policies."

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Ban on naming kidnap victim condemned by High Court judges

By Frances Gibb, Legal Affairs Correspondent

Pressure mounted yesterday for a change in the contempt laws, after a judge's ban on press publication of a woman's name in a kidnap trial was strongly condemned by three High Court judges.

They said that the ban, under section 11 of the Contempt of Court Act, 1981, was "wholly illogical", should never have been made, and should not be followed by other judges.

But they held that they had no power to overturn the ban, imposed at the Central Criminal Court last January by Judge Lydney, QC. They therefore dismissed "with regret" a test challenge brought by the National Union of Journalists, the first over the use of banning orders restricting press publication under the Act.

In view of the strength of the judges' comments, bodies representing editors, journalists and lawyers are planning a joint approach to the Lord Chancellor and the National Council for Civil Liberties is drawing up a private member's Bill to amend the law.

Yesterday Ms Barbara Cohen, legal officer for the NCCL, who acted as solicitors both for the union and for Mr Tim Crook, a journalist in whose name the case was brought, hailed the ruling as a "dual victory".

"We hope this will serve as a warning to other judges not to take Judge Lydney's ban as a precedent. It was because there was a very real danger of this that we brought the case, indeed one judge made a similar ban on the strength of Judge Lydney's shortly afterwards."

Second, the case had clearly shown that a journalist could not challenge bans "imposing perpetual secrecy". The NCCL was drifting a Bill to ensure a right to judicial review.

The Guild of British Newspaper Editors, the International Press Institute, the Law Society and the Criminal Bar Association have all expressed concern about the way judges have restricted reporting under the Act. By spring this year 88 such orders had been made at the Central Criminal Court alone.

A spokesman for the press bodies said they would urge the Lord Chancellor to give the High Court jurisdiction to review such orders.

In yesterday's case the ban had been imposed on naming a chief Crown witness, a kidnap victim aged 23 related to a prominent public figure. Her name was used freely in court "so that any person coming into court would know precisely who she was". Lord Justice Brown said yesterday. Yet the press were prohibited from publishing what took place at a public hearing.

"I therefore feel it right to express in clear and strong terms my disapproval of the procedure which was adopted and of the order which was made. I hope that it will not be followed."

He added that it was "unfortunate" that the impression may well have been given that when the judge made his order "this was a privilege being accorded to this particular person because of her family connections."

In making the order Judge Lydney had said that he accepted medical evidence that the woman formerly a heroin addict, might return to her addiction as a result of stress from publicity.

Section 11 of the 1981 Act enables courts to prohibit publication of a name, or any other matter, in connection with proceedings where necessary to avoid a "substantial risk" of prejudice to the administration of justice.

Lord Justice Brown said there must be many cases where witnesses in criminal cases were faced with embarrassment. It was however part of the essential nature of British justice that criminal cases be tried in public.

Mr Crook said the ruling was a "very great victory for the press and media." He added: "Day after day courts are imposing secrecy orders. The shutters of secret justice are coming down in an appalling way."

Law Report, page 16.



Frontiers of knowledge: Children at Garth Hill School, Bracknell, Berkshire, exploring The Times Network for Schools

Schools computer network is launched

By Bill Johnston, Technology Correspondent

Britain's secondary and primary schools will be able to exchange details of sports fixtures, general school activities, computer software lessons and personal messages through a new microcomputer-based network launched yesterday by The Times Network Systems, a subsidiary of News International.

The network, to be called The Times Network for Schools (TTNS), has already attracted the interest of 80 local education authorities in the past few months during its development stage. The schools on the system link into the computers operated by British Telecom's electronic mail service Telecom Gold. On these computers are more than 50 categories of

information including a section on careers. The system will have more than 200,000 pages of information by the end of next year.

The network, designed for education, offers lessons on specific topics, and examinations can be conducted on it.

The computer pages will be contributed by sources including local education authorities and industry and commerce.

According to the creators of the network, "Schools throughout the country will be able to exchange information at a fraction of the commercial price."

"The network will also provide vital links between education, industry, commerce and the professions by helping

young people understand the requirements of their future employers and, at the same time, making them familiar with the new technology."

Schools using the system can transmit selected pages across telephone lines in seconds. Each school on the system will pay £69 for a 12-week term. An electronic black box and the software required to link the school micro to the network will cost £152.

The aim is to attract as many of the country's 6,500 secondary schools and 400 teacher training centres on to the network as possible. The next phase, within 12 months, will be to market the network to 27,000 primary schools.

The British network is the

start of what could become a European operation. The designers want to extend it to Holland, West Germany and France.

Information: The Times Network for Schools, News International, PO Box 7, 200 Grays Inn Road, London WC1X 8EZ.

Computers will transform education by the end of the century, allowing more children to study at home, according to a book published yesterday (Colin Hughes writes).

Ray Hammond, author, expects that, although schools will continue to exist, "they won't be in the same form as they have been."

Forward 100: Logo and your Child, by Ray Hammond: Viking, (£12.95).

Breakdown warning to video owners

By Kenneth Gosling

The perils of owning a video recorder, and the British have more a head than any other nation, are underlined today in a Consumers' Association report which says that there is at least a one in three chance that your recorder will need repairing by the time it is two years old.

Between three and four years old, the chances are one in four of a repair in any 12-month period. "Not very good odds", the *Which?* report says, "especially when compared with other appliances in your home."

The survey covered nearly 1,700 association members who own a video recorder. In addition, fellow consumer organizations in Belgium, Denmark, The Netherlands, Norway and West Germany carried out their own surveys, making 6,340 consumers in all.

The worst makes in the survey needed about three times as many repairs as the best. Commonest faults were poor picture (streaks, spots, no colour) and problems with sound and with fast wind.

Rented appliances were repaired more quickly, an average of 3.1 days against 8.2 days for owned recorders, and owners of videos spent an average of £44 on repairs, although one in six repairs cost more than £75. In May, *Which?* noted a repair estimate for a colour television of £32.

The European consumer organization, BEUC, reported recently that the United Kingdom video recorder market will reach 38 per cent saturation by the end of 1984, compared with 17 per cent for the United States and West Germany. An estimated 2.25 million recorders were sold in the United Kingdom last year.

On average six hours of recordings are made each week but only 90 minutes is spent watching pre-recorded tapes, half the figure of two years ago.

RELIABILITY OF EACH MAKE

Make, and number in survey	No. of repairs per 100 machines (one to two years old)	% of machines repaired
Panasonic (219)	18	87
Hitachi (102)	25	80
Ferguson (72)	25	82
JVC (85)	30	80
Mitsubishi (88)	30	80
Fisher (47)	53	66
Sharp (74)	54	62
Sanyo (121)	65	60
Sony (283)	66	58
Grundig (130)	76	59
Alan (105)	80	58
Philips (334)	80	58

Tour firm's warning on cheap holidays

By Derek Harris, Commercial Editor

Horizon Travel, Britain's third largest tour operator, yesterday gave warning that it was studying brochures launched by package holiday subsidiaries of British Airways for possible predatory pricing: selling holidays below cost.

Horizon would be prepared to take the case, if it proved necessary, to the Office of Fair Trading. Mr Kenneth Franklin, deputy chief executive of Horizon Travel and chairman and managing director of its Horizon Holidays subsidiary, said.

Another British Airways subsidiary, British Air Tours, which is charter operation, was earlier this year accused of too-low pricing by leading tour operators among which Horizon was one of the most vociferous critics. The suggestion was that there had been cross-subsidization within British Airways.

Mr Nicholas Ridley, secretary of State for Transport, subsequently promised to strengthen the powers of the OFT, to enable it to deal with such difficulties.

British Airways' main package holiday subsidiaries are Enterprise, mostly selling European and Mediterranean holidays, and Sovereign, which offers mostly long-haul destinations. Enterprise recently put out a pilot brochure raising prices next summer between 12 per cent and 13 per cent.

This week, during the annual conference in Toronto of the Association of British Travel Agents, Sovereign brought out Summer 1985 brochures with price rises kept to about the same levels.

Flair, another British Airways subsidiary, specializing in lower-price package holidays, also announced a rise in prices of only 12 per cent.

Most tour operators have increased prices for next summer between 15 per cent and 20 per cent, although Thomas Cook Holidays has kept its increases to 13 per cent and the Rank Organisation's three package holiday subsidiaries, Wings, OSL and Ellerman Sunflight, held increases to an average 12 per cent.

impressed by the scope of the student attitudes survey, are lending support, although some of the faculties are less enthusiastic. "We are trying to enable students to have some sort of feedback on the kind of lectures that are given. We are not grading them on their academic ability but judging things like whether they are useful for students' courses", Mr James Dickinson, president of the Oxford University Students Union, said.

Although no formal study of lecture attendance has been carried out through the university, the authorities have long been concerned about students attending a wide range of lectures early in a term, then dropping most of them. Part of Oxford's problem is that each don is contractually obliged to give 36 hours of lectures.

Students to assess dons on quality of lectures

By Colin Hughes

Oxford University dons are to be assessed by their own students on the quality of their lectures in an attempt to prevent falling attendance by undergraduates.

Some lecturers, particularly those who specialize in obscure subjects in the arts, find themselves addressing an audience of one or two students by the middle of a lecture course.

The students' union has decided to distribute questionnaires to all students asking them to judge whether the lecture is relevant, boring, badly delivered, or incomprehensible.

The results, which will name lecturers and lecture courses, are to be published by the union, and may be posted on notice boards around the university. During any one term up to 1,400 dons deliver lecture courses.

The university authorities,

Fraud trial reforms proposed

By Our Legal Affairs Correspondent

The Law Society today rejects abolishing trial by jury for serious fraud cases as an unacceptable inroad into the right to jury trial in indictable cases.

Instead, it suggests radical proposals to improve the present system. The society's views, outlined to the committee on fraud trials under Lord Roskill, will deepen a growing split within the profession.

The Law Society says: "To meddle with the jury system, which is seen by the population at large as underpinning the freedom of the individual, would be a serious matter." It would be justified only if no other reforms would be effective and if there was hard and not just "anecdotal" evidence of the weaknesses of the present system.

Among its proposals, the society recommends using solicitors full-time to assist police with investigations, rather than with prosecutions.

Solicitors employed by the prosecution service to be set up in 1986 could not be used because they will be independent.

The society also calls for a crown court experiment to see if documents supplied by prosecution and defence in fraud trials could be put on computer and the jury provided with terminals so they could examine evidence when a witness was being examined.

That would ease the burden of documentation at long fraud trials.

The Director of Public Prosecutions should also give further guidance to those deciding about fraud prosecutions.

Other proposals are: costs penalties for barristers who drop out of serious fraud cases; compulsory pre-trial preparation, such as agreement on facts between prosecution and defence; disclosure by the latter of opening speech; and greater powers for the judge to control the case, examine written evidence to see if there is a case and to ask for a revised list of charges.

New laws urged on home sales

Legal changes are needed to stop estate agents from giving misleading and inaccurate descriptions of properties they are trying to sell, the Consumers' Association recommends in the latest issue of *Which?* published today (Our Property Correspondent writes).

Descriptions of goods and services are required by law to be accurate, but descriptions of property for sale are not covered in the same way, the report says.

"Everyone expects an estate agent to do the best for his client, the seller, but we think an agent's particulars should not mislead by statements or visual presentations which are ambiguous, or exaggerated, or omit vital details."

Master Hodgson adjourned a private hearing brought by the Inland Revenue for summary judgment of their £56,000 claim for unpaid taxes on her earnings during the past 10 years. Ms St Claire asked for time to get her papers in order because she has been refused legal aid and was representing herself.

Prostitute sued for £56,000

Lindi St Claire, aged 30, a prostitute, yesterday fought off an attempt by the Inland Revenue in the High Court to get its hands on her money.

Master Hodgson adjourned a private hearing brought by the Inland Revenue for summary judgment of their £56,000 claim for unpaid taxes on her earnings during the past 10 years. Ms St Claire asked for time to get her papers in order because she has been refused legal aid and was representing herself.

Victim's mother says Lucan alive

The mother of the nanny murdered by Lord Lucan said yesterday she believed he was still alive. Mrs Eunice Hensby was speaking on the tenth anniversary of her daughter's death and the disappearance of Lord Lucan.

He was named by an inquest jury as the killer of Sandra Riven, aged 29.

Murder appeal

Lawyers representing Arthur Hutchinson, who was given three life sentences in September for a murder, said he had submitted an appeal against conviction and sentence.

Council cleared

An audit Commission investigation of the efficiency of Wansdyke council, covering the Keyham area near Bristol, has given the Conservative-controlled local authority a clean bill of health.

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Heseltine explains value to Britain's enemies of missing log book

THE BELGRANO

If the Opposition were suggesting that the Royal Navy should publish the technical details of its military tactics, that would be a major breach of the national interest, Mr Michael Heseltine, Secretary of State for Defence, said in the Commons after he had reported that a board of inquiry was being held to discover how the logbook of the submarine HMS Conqueror containing details of its movements during the Falklands campaign in which it sank the Argentine cruiser the Belgrano, came to be lost.

Mr Denis Davies, chief Opposition spokesman on defence, had suggested it had been lost either through gross incompetence on the part of the Navy, which few would believe, or it was stolen and maybe destroyed by someone to whom the details were embarrassing not only to the Government but to the Prime Minister personally.

Mr Heseltine said the country was sick and tired of Labour MPs for narrow and inexplicable reasons, pursuing a campaign against the national interest. He found it extraordinary that so many MPs should apparently be more interested in views provided by Argentinean sources than by the Government.

He told MPs that the main log book of HMS Conqueror containing detailed and classified information was in the possession of the Ministry of Defence.

The submarine's navigating officer (he added) also kept a log book giving the latitudes and longitudes, the distance run and the speed and depth. The logbook contained no technical information. It has been mislaid. And as it too is classified, a board of inquiry is being held.

Mr Davies: His astonishing admission that he, his department and the Navy apparently have lost — and some unkind souls may say conveniently lost — the navigational log book, not of some cross-channel ferry but of HMS Conqueror, is another extraordinary episode in this Government's pathetic attempt to explain away all the circumstances of the sinking of the Belgrano.

This highly classified document contained all the details of the movement not only of the Conqueror but possibly of the Belgrano as well on April 30, when the rules of engagement were changed, on May 1, when we are now told, but not originally, that the Conqueror spotted the Belgrano and on May 2, when the Belgrano was sunk.

Would not the log book, which Mr Heseltine has tried to downgrade, contain the movements of those two ships over these three days?

Will the Government at last come clean and treat the House with some respect and give a full, clear, honest and truthful account of all the circumstances leading up to and surrounding the sinking of the Belgrano?

Mr Heseltine: Mr Davies will realize that once an inquiry has been set up within the Ministry of Defence, it is incumbent for us to find out what it reveals before making our own judgment about it. The decision was taken to Protect British lives.

Mr John Wilkinson (Ruislip-Northwood, C): Whilst agreeing that the loss of any classified document is serious and deserving an inquiry, would he not agree that the sinking of the Belgrano by HMS Conqueror put the Argentine navy out of the war and so protected British lives and ensured the success of the Falklands operation?

Mr Heseltine: There were undoubtedly consequences, although the House will be aware that we

sustained serious losses after the sinking of the Belgrano, particularly the Sheffield. But I accept the linkage he makes.

The main point is that the Government took military advice in connection with the sinking of the Belgrano, which was expeditious and in my view unavoidable, and if Labour MPs had rejected such military advice they would have put lives at risk.

Dr David Owen, Leader of the SDP: I have never sought to attack, and I do not intend to seek to attack, the decision taken by the war cabinet to sink the aircraft carrier. Nor do many of us believe there was any intention by sinking the Belgrano on April 2 to sink whatever peace initiative may or may not have been underway with the Peruvians.

We are not sick and tired, and not is the country, of insisting that the truth is said to this House.

We now find ourselves in a situation where the Prime Minister, a former Secretary of Trade and a number of other junior ministers in this Government are on record in Hansard with statements we now know not to be true.

We have the right and the duty to demand that the Government corrects the record of Hansard in this case.

Rees: Something untoward is happening

any way they see fit, preferably through a White Paper which could then be debated, and the sooner the better.

Mr Heseltine: I accept that Dr Owen adopts a different approach. As Minister now responsible for advising the Prime Minister on this matter, I have meticulously been through the records and wherever, having regard to the national interest, I thought the record should be changed, it has been changed in order to correct that record.

The Prime Minister, in letters well publicized and well known, has always accepted the advice given if inaccuracies have been found and she has been meticulous in adjusting the record.

Sir John Biggs-Davison (Epping Forest, C): Is it a sign of the death wish of the Royal Navy and the British nation which unitedly repelled that invasion?

Mr Heseltine: I totally accept his views. I find it extraordinary that so many MPs should apparently be more interested in views provided by Argentinean sources than by their own Government. When he refers to a death wish, that is a curious contradiction because it is very difficult for corpses to die twice.

Mr Marilyn Rees (Leeds, South and Morley, Lab): Those of us who have been in war know what happens in war. But statements made in good faith and then withdrawn have created an attitude of mind outside that something untoward is happening.

Given that, and given the loss of this log book which has added to that feeling, it would be a good idea to publish a White Paper with all the facts.

Mr Heseltine said his conclusion, reluctantly, had to be that the Government had meticulously checked information, and in the light of the widest interest of national security, had corrected wherever possible and appropriate the record of events, said to the House with the best of intentions — information that was often difficult to achieve in wartime.

Despite all that, the Prime Minister had set out the scene in the most possible context. But still the same persistent inquiries continued to try and obtain information which the Prime Minister had rightly made clear no responsible government would consider publishing.

Intelligence sources from Argentine were being used by various parties in this country to try to elicit from the Government information which could only be against the national interest. No Government would do this.

Mr Robert Adley (Christchurch, C): Does he not think the Biblical "Love thine enemy" has reached ridiculous proportions in which the Opposition swallow everything that comes in favour of Argentina and does all it can to denigrate the British Government and the Royal Navy?

Mr Heseltine: The overwhelming majority of people believe that the Prime Minister acted rightly. The only criticism would have been had she taken any other decision than the one she did take.

Mr Russell Johnston (Governess, Nairn and Lochaber, L) asked what was the classification of the document and if Mr Heseltine could confirm that he did not know when it was lost.

Mr Heseltine said he did not yet have the full facts on the loss of the document. That was a matter for the board of inquiry. As Secretary of State, he preferred to rely on the Royal Navy than on her Majesty's loyal Opposition.

Mr Jonathan Sayeed (Bristol East, C) said the log was nothing more than a jottings pad used by the navigating officer, for fixes and other navigational information, and not the ship's log of Conqueror which it was that ship was doing, where it was, where it was going to and what exercise and undertaking it was on.

Mr Heseltine: That is correct. I have been one of those who do it. It is a technical record kept by the navigating officer of the ship and the duty officers. It is in no way a record from the captain or CO dealing with the wider issues.

Certainly the document is important and that is why it is classified. But it is not important in the context of trying to see judgments reached by the Commanding Officer in a tactical sense but important to our enemies in trying to see the way the Royal Navy disposes of its ships at sea.

Mr Richard Douglas (Dumfriesshire, West, Lab) With Mr Heseltine be a little more circumspect with the House and indicate clearly that this log, though a helmsman's log, would be of vital significance in determining the position and manoeuvring characteristics of the boat when it was going into action?

Mr Heseltine nodded assent.

Mr Douglas: What instructions has he given to secure all the logs of all the ships that took part in this campaign so we do not have any repetition of their loss or misplacement?

Mr Heseltine: If there were to be a revelation of the way in which our ships negotiate pending an attack that information would convey nothing to the Admiralty because they would have designed that tactic, but it would tell our enemies and potential enemies how we pursue that activity.

QUEEN'S SPEECH

The Government proposed to privatize more local council services, including dustbin collection, cleaning and vehicle maintenance. Mr Patrick Jenkin, Secretary of State for the Environment, announced in the Commons during the resumed debate on the Queen's Speech.

It would also require councils, he said, to assess the costs of specific services and more details to be set out in the Environment Bill.

Mr Jenkin said that despite evidence of savings to be made by privatization, most local councils were still fighting shy of seeking competitive tenders. Consultations would be held with local authority associations and private industry on extending privatization to more services.

In the past three years there had been substantial benefits of competition for local authority construction and maintenance work. Significant savings had also been made through using private firms for refuse collection and other services or through improved efficiency of councils' own staff when faced with competition from outside contractors.

There are worthwhile savings to be made (he added), of that we are convinced. What is needed now is more effective pressure to go out and get them.

He said that when the manifesto was published in 1983 with the aim to abolish the GLC and metropolitan counties some people had doubted their commitment. They had been proven wrong every step of the way.

He did not necessarily put Mr Kenneth Livingstone in that category. He had always had parliamentary ambitions and nothing would suit his purpose less than his own resignation.

Imagine it, (he said) condemned to imagine the GLC and the six metropolitan councils. If Parliament passed the Bill, then at midnight on March 31, 1986 they would cease to exist and almost all their powers would devolve on London boroughs and metropolitan districts.

An unnecessary tier of local government would be abolished.

It was untrue to suggest that the Bill would be an enabling Bill. It would provide in detail for transfer of the statutory functions of the abolished councils to the new bodies.

The Bill with little say or help from most of the authorities concerned. Instead of making a constructive input the GLC and to a lesser extent the metropolitan counties had taken refuge in frivolities.

In pointless demonstrations, like the most trumpeted day of protest the people who suffered were closed, the old folk, the handicapped and the elderly who depended on services which ceased to be provided.

One again Mr Livingstone had failed to get the mass backing he claimed. At County Hall, London, more than the staff were working manually.

A million visitors had been expected to the GLC's so-called pink 95 birthday cake, but attendance had fallen short by 935,000.

The burden of the advertising campaign had been that powers would be swallowed up by Whitehall. That was why he had said that the advertising was a tissue of lies. So it was. The GLC's expenditure had been challenged by the district auditor so it would not be proper for him to comment, save to say that in the eyes of millions of Londoners it was nothing less than a

scandal that such sums had been squandered on such a campaign.

There would shortly be a memorandum about staff transfers and compensation for those who did not find a place in the new structure. The savings from abolition would be close to the figure the Conservatives had suggested at the last election.

On control of rates, he said that authorities which spoke of percentage cuts were not comparing the Government proposals with last year but with the amounts those authorities would like to spend. Any authority which had a genuine case had nothing to fear from the re-determination process.

Not one authority had seen fit to exercise its right of appeal. Most of the high spending authorities could reasonably achieve the savings the Government was looking for with no dramatic or unduly painful cuts.

Some councillors were choosing to sacrifice their ratepayers and employees for the sake of the headline united front. This was a dangerous game.

To these misguided warriors (he went on) I stress that I am still prepared to listen to any case the councils may wish to put to me, but time is running out. I shall soon have to turn to the question of setting rate and precept limits for next year because councils must know in good time where they stand financially.

Councillors who threatened to defy the law should think carefully as it could lead to personal surcharge and disqualification. The irresponsibility of such action would be matched only by its utter sheer futility.

The law will take its course (he added) with or without the support of the Labour Party. The truth is that whatever reasonable case the Leader of the Opposition (Mr Neil Kinnock) and the Opposition spokesmen on the environment (Dr John Cunningham) may take, they know and we know that their party outside Parliament does not support so basic a principle as the rule of law.

Mr Eric Heffer (Liverpool, Walton, Lab) said it was a deliberate attempt to state that the Labour Party did not believe in the rule of law. It was the Government which was bringing in unjust and sometimes bad and class-biased laws.

Mr Jenkin said Mr Heffer stood condemned out of his own mouth by implying that people could pick and choose which laws to obey.

The spending targets he had set out for 1985-86 would increase expenditure by over £300m, and allow most responsible low spending councils to increase spending by

45 per cent, in line with inflation forecasts. High spending councils would probably face cash cuts of up to about 6 per cent in real terms.

The Government's achievements in controlling public expenditure meant that this year's rate increases were the lowest for 10 years.

Many observers of local government were worried that the conventions traditionally observed

by all political parties in the conduct of local government business were beginning to break down.

In some areas there was the politicization of officers. Some job advertisements carried clear signals that, unless certain political attitudes were openly promoted by candidates, they need not apply.

The officers of one council became closed members of another with no recognition whatever given to the conflicts of interest that inevitably arose.

In public, whatever their political beliefs, disliked the use of ratepayers' money for political propaganda. The Local Government Act 1972 gave wide discretion, but today was being abused. The

issues involved were too complex to allow for snap decisions or immediate legislation.

I have decided (he said) that what we need is a clear and dispassionate statement not only of the abuses but also of the underlying changes which these abuses reflect. I shall shortly be putting to the House proposals for an impartial inquiry into these issues on which I will be consulting Opposition parties. I shall also be in touch with the local government associations.

Mr John Cunningham, chief Opposition spokesman on the environment (Cannock, Chas) said he would like to see the GLC and Metropolitan authorities would be the most controversial of the Session. He asked for an assurance there would be no genuine discussion of the Bill.

It was clear from Mr Jenkin's speech that Government policy towards local authorities would be as salient and malevolent as ever before. It was almost certainly going to be characterized by the incompetence and vacillation and double standards seen in the last year.

Unhappily for local government, Mr Jenkin did not seem to recognize the importance of its role, its history and its contribution to national well-being, to the country and to democratic institutions and processes.

Given the country's chronic problems of unemployment, inadequate housing, inadequate health and public services, special difficulties being faced by urban communities in inner cities, the problems of black and ethnic minorities, and given the problems of rural decline, it was impossible for Labour to accept what the Government proposed — that in the face of all this the role of local government should be a declining one.

It was also unacceptable that the dangerous trend of the last five years of elected councillors simply being controlled agents of a central bureaucracy should continue, that more and more powers should be taken away from democratically elected councillors and given to a non-elected, non-accountable elite, such as in the health service, water industry, transport, fire service and refuse disposal.

This administration had increasingly curtailed local government powers to make local decisions. The

Government had pursued, for political and philosophical reasons an attack on local government expenditure accompanied by a barrage of frequently repeated and often unsubstantiated assertions of over-spending, profligacy and political bias. Any cool and dispassionate evaluation could not fail to rebut most of this as nonsense.

The evidence was overwhelmingly against the Government's proposals for the abolition of the GLC and the metropolitan counties. The public in these areas were moving steadily in favour of Labour Party policies and against what Mr Jenkin's proposed.

It appeared that in its haste the Government was moving into even further difficulties. There was in connection with organizations like the Greater London Enterprise Board, the joint police boards, the fire boards and perhaps others, a danger that the abolition Bill might actually turn out to be hybrid.

He hoped the Government's proposals for all these matters were going to be dealt with in detail in the Bill and not left to be subject to enabling powers at a later date. That would be an abuse of Parliament.

The Government had produced no case for abolition. Their original figures for savings had disappeared without trace. Even the Treasury did not believe any savings would result unless there were major reductions in services and major job losses.

The reality seems to be (he said) that the Government's only effective options are to cut services, raise rates, disguise rate rises by so-called safety nets or subsidise the boroughs in some other way.

There would be no increase in local accountability. There would be more centralization of control. The body to carry out the functions for the ratepayers and there would be no more effective delivery of services. The contrary was likely to be the case.

The Government had carried out a sustained attack on local councils and had not been concerned about the impact on services or jobs. At a time when many communities needed more assistance and when unemployment was increasing, the Government was giving less support and making cuts.

The Queen's Speech proposals and the Secretary of State's speech seemed likely to make the problems much worse.

Sir Geoffrey Finsberg (Hamstead and Highgate, C) said the breakdown between central and local government had been deliberately engineered by those on the left who had no interest in local government but only in confrontation with the GLC equated it with a loss of democracy but the boroughs were far closer to democracy than the GLC or the metropolitan county councils.

The GLC used a Goebbels-like technique, believing that if they told a lie often enough and told a bigger and better one every day, then people would begin to believe there was some truth in it.

Mr John Cartwright (Woolwich, SDP) said there was already a steady, insidious shift of power from local authorities to ministers in Whitehall. If the aim of the Bill to abolish the GLC and metropolitan councils was to give more power to the lowest level of local government, why were so many reserve powers being retained by the Secretary of State?

Why must the Secretary of State issue regional strategic guidance? Even in waste disposal there was a reserve power if the minister was not satisfied with the arrangements.

Pushing this measure through without time for examination of the problems was a recipe for confusion and disruption. It would create a bureaucratic nightmare. The abolition Bill would certainly

not make local authorities simpler in the metropolitan areas and in Greater London. It would do the reverse. Yet there was a strong case for simplifying local government.

Mr Patrick Groun (Feltham and Heston, C) said that he had previously complained about a lack of opportunity to discuss the Government's abolition proposals. Now that they had that opportunity, the ink was almost dry on the proposals.

In the proposals published in July the Government had accepted that many powers could not be transferred to borough and district councils. The object of those proposals was to streamline but transferring functions to a mass of different bodies, some of them established for completely different purposes, would not have that effect.

The position would be much more complicated by the residual powers and the new proposals were worse than the old position, in that respect.

The experience of everyone I know who has served on joint bodies and non-elected committees (he said), where people are nominated from local authorities, is no case that they are most difficult bodies to run and to work. Anybody with experience of local government will recognize the truth of that.

Mr Tony Banks (Newham North-West, Lab) said that Government proposals took London back to the Metropolitan Council of War of the last century replaced by the old LCC.

Mr Groun agreed and urged the Government to listen to those in and out of the Conservative Party urging the need for a residual body to carry out the functions openly, accountably and in a way far more efficient than any joint board or nominated committee could.

Mr Alan Roberts (Bottle, Lab) said the Government was putting law-abiding citizens who had dedicated their lives to public service in a position where they either broke statute law, which stated that they should provide certain services, or broke the law by not carrying out their duties. They were in a Catch 22 situation.

He hoped the Government would not continue to mouth the propaganda put out by the Central Electricity Generating Board over the emissions from power stations. Britain was now the worst offender in this respect, apart from Russia.

If we wait (he added) for the kind of conclusive proof that the Government and the CEB had before action is taken, it will be too late.

Legislation was needed to provide more security for tenants in private rented accommodation, to get rid of bogus holiday lets, to control breakfast hotel scandals, and the use of licences to avoid giving security of tenure to people renting from private landlords.

The worst housing conditions were in the private rented sector with severe problems of disrepair, illegal evictions, and where rents were very high as well. Following Government announcements on housing at the Conservative Party conference, he hoped legislation would be introduced to limit and not further to undermine the tenant's position.

Mr Martin Brandon-Brave (Nottingham South, C) said the abolition Bill recognized the principle of a single-tier structure for local government and would eliminate the duplication entrenched in the two-tier format.

Parliament today

Commons (2.30): Continuation of debate in the Queen's Speech Topic: Health, social security and education. Lords (3): Continuation of debate on the Queen's Speech. Topic: Home and social affairs.

reasonable people who perhaps did not always make the best negotiators.

He sometimes thought that some of today's trade union leaders might contribute more to Britain's success if they were to tackle some of the more difficult problems in Brussels and try to bring back the bacon from there.

The Earl of Cark and Orrery (C) said the American CIA was the most dangerous organization now operating in the world. While it had its legitimate function of intelligence gathering which was of great benefit to the West, it had another unique characteristic in that it had an executive capacity.

If something could be done to remove this executive capacity the people of the world would sleep more easily in their beds knowing that CIA did not stand for cases of instant Armageddon.

Lord Chalfont (Ind) said the links between the IRA and Libya were now well established. There was an international league of violence and the IRA was part of it. People should understand the nature of the threat which faced them because time was not on their side because of three developments.

There is no reason (he said) why the special relationship between Britain and America which we rightly treasure, should not grow into a special relationship between Europe and America.

Lord Moran (Ind), in a maiden speech, said negotiations in the Community were tough, prolonged and sometimes disagreeable. The diplomatic service, like most of the British people, consisted mostly of

disarmament and détente.

We are America's friends and allies (he said) but we are not its puppets and at the start of the new administration we should make that plain.

There was a prospect of a fruitful period of cooperation with the United States and a greater atmosphere of trust between East and West. The main task of foreign policy should be to build on this trust and the Government should use all its energies towards that end.

Lord Edeas of Winton, in a maiden speech, said Britain did not have to choose between Europe and the Community. In terms of political interests and the defence of freedom, Britain could not be either in Europe or in America — it was in both.

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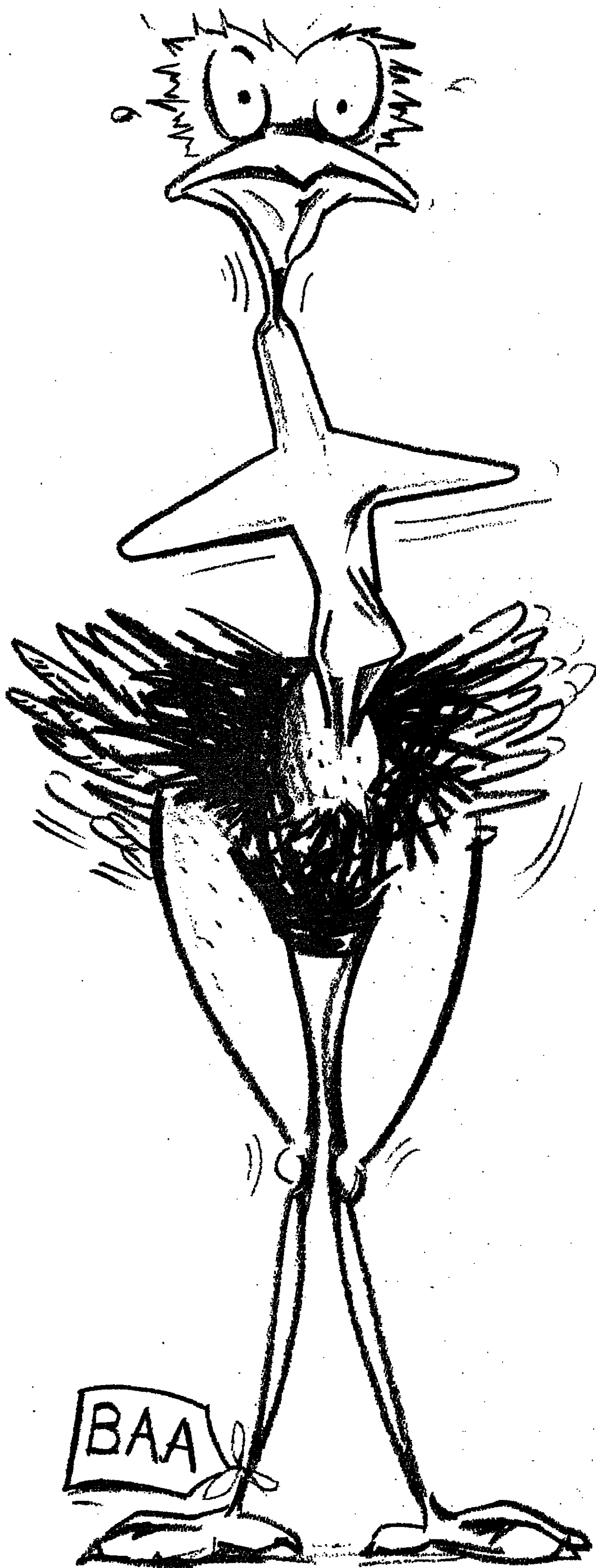
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LONDON'S THIRD AIRPORT SWALLOWING THE OPPOSITION ISN'T THE ANSWER



Who's in favour?

1. THE BRITISH AIRPORTS AUTHORITY

Naturally. It's their brainchild. Two previous rejections by official inquiries (mainly on environmental grounds) haven't reduced their determination.

2. BRITISH CALEDONIAN AIRWAYS

At the Stansted inquiry they said that whilst they wouldn't necessarily want to use it themselves, it would leave them more room for their own expansion at Gatwick.

Who's against?

1. MOST OF THE INHABITANTS OF THE STANSTED AREA

They'd rather stay the way they are – in charming surroundings, enjoying their quiet, largely agricultural way of life. They don't want the urbanisation and environmental upheaval inseparable from a project on the scale of the Stansted proposals.

2. MAJOR LOCAL AUTHORITIES, TOURIST BOARDS AND CHAMBERS OF COMMERCE – AS FAR NORTH AS SCOTLAND, AS FAR WEST AS WALES

They're a long way from Stansted, but it's very much their business. They are all in areas with regional airports capable of helping national and local economic recovery. But not if their passengers are forcibly diverted to the South East.

3. OVER 200 M.P.s.

They are on record as signatories of an Early Day Motion calling on the Government to abandon the Stansted proposals and support the regional airport solution to Britain's air transport needs. Members of all the main parties, from all regions as well as the North, have signed this motion; and every day more MPs are indicating their support.

4. A WIDE SPREAD OF COMMERCIAL AND OTHER ENTERPRISES

Constraints of space make it impossible for us to list all the commercial organisations who are categorically opposed to the Stansted proposals. We apologise to the hundreds of enterprises whose names we have been forced to omit.

They all oppose Stansted because they depend on good, direct services from their nearest regional airport – something which will be seriously impaired if and when Stansted is developed.

They also oppose Stansted because of its massive public expenditure impact and the way in which it would distort the social and economic priorities of the nation.

5. MILLIONS OF INTERNATIONAL PASSENGERS PER YEAR

At the present time several million air journeys to international destinations originate in the regions outside the South East. But passengers are forced to use the London airports. By 1995 if Stansted goes ahead the figure would be more than 20 million per year.

At present 4 out of every 10 outgoing tourists object to wasting a day of their holidays on an unnecessary journey to and from the South East. 33% of incoming tourists from abroad are forced to fly into London when their British holiday destinations are far away in the regions.

For the businessman and his customers, enforced travel via the South East wastes time – and time is money. It creates inconvenience and frustration, which are plainly bad business. Above all, it throws away the benefits of the regional network of airports originally designed and subsequently extended expressly to serve the millions of people in their areas. They range from small local community airports to the major International Gateway airport at Manchester. They are capable of handling all the extra traffic realistically forecast for Stansted. So why have Stansted at all?

6. MILLIONS OF PEOPLE IN THE NORTH

They recognise that airports are among today's most effective creators of jobs – not only for their own employees, but also by stimulating the regional economy. They believe that this stimulus should be applied with fairness, balance and economic realism.

Stansted would use £1 Billion of public resources to intensify the imbalance between North and South. The regional alternative would use far less to accomplish far more for national economic growth and social stability.

The potential for regional air traffic growth is already visible. The regional share of total U.K. international traffic has risen from 18% in 1979 to over 22% in 1983. Even the Government's figures predict a further rise.

This trend could be intensified if the regional airports were allowed to compete fairly and equitably with the favoured London airports. Let the regional airports be granted the international route licences that they need. Let them see the end of the out-of-hand rejections they have so consistently encountered. The biggest stimulus of all would be the complete rejection of the Stansted proposals.

A short-sighted policy created the Stansted option. If this is followed, it will undermine air transport services and commercial opportunities for more than half of the British population.

In addition, it will create what we believe to be an unacceptable level of environmental degradation for those unfortunate enough to be directly affected by additional aircraft movements at Stansted.

7. THE AIRLINES

The major airlines (with one exception, British Caledonian) do not want Stansted. The airlines do not want the economic constraints which would force them to use it. They don't want its inconvenience for themselves and their passengers... all of this at a time when applications from foreign carriers to operate international routes from the regional airports have been rejected out of hand – in spite of the existence of a known and realistic market for them. There is little logic in forcing international business travellers to come to the South East of England instead of to the commercial centres of the markets they wish to explore.

8. THE NORTH OF ENGLAND REGIONAL CONSORTIUM

We are responsible for this message and for many other reasoned representations to the Stansted Airport Public Inquiry and to the Government. Our members represent all shades of political, commercial and public opinion, and include:

The County Councils of Cheshire, Cleveland, Cumbria, Derbyshire, Durham, Greater Manchester, Humberside, Lancashire, Merseyside, Northumberland, Tyne and Wear, South Yorkshire and West Yorkshire.

The City Councils of Carlisle, Leeds, Liverpool, Manchester, Newcastle and Sheffield.

The Airport Authorities of Blackpool, Carlisle, Humberside, Leeds/Bradford, Liverpool, Manchester, Newcastle and Teesside.

The Consortium is well aware of the heavy legislative work load facing Parliament in the new session. We would, however, respectfully submit that the Stansted question fully merits early and serious attention in view of its widespread and long lasting implications. If the B.A.A.'s Stansted proposals are accepted, they will not help to solve the severe economic and social problems which affect more than half of Britain.

Above all, we urge Parliament to be vigilant, and not to permit the Stansted proposals to be approved as a mere formality. This £1 billion project demands the most rigorous scrutiny – not merely to prevent a massive waste of public money, but primarily to expose and remove a deep and serious threat to the nation's social and economic stability.

If you would like to receive the detailed and quantifiable facts behind this announcement, please write to:
North of England Regional Consortium, PO Box 532,
Town Hall, Manchester M60 2LA.

**North of England
Regional Consortium**

Helms set for top foreign policy post • Percy loses seat • Speaker 'Tip' O'Neill back

Senate, House and Governor races

Cross-voting foils coat-tail effect for Reagan

From Nicholas Ashford and Bailey Morris, Washington

The outcome of two closely fought Senate races in Illinois and North Carolina means that a man who has consistently supported right-wing leaders overseas and who is an in-avoidable foe of the Soviet Union may take over the top foreign policy post in the US Congress.

In Illinois, Senator Charles Percy, the patriarch chairman of the Senate foreign relations committee, was narrowly defeated by Representative Paul Simon, a five-term congressman from down-state Illinois, largely because Jews thought he was too pro-Arab and conservatives considered him too liberal.

Attempts by President Reagan and Vice-President George Bush, both of whom campaigned for him in Illinois several times, to pull him past the winning post failed to save him from the fate which has befallen many Senate foreign relations committee chairmen.

In North Carolina, Senator Jesse Helms, the 63-year-old leader of the New Right conservatives, defeated his Democratic opponent, Governor James Hunt, in the most costly — and probably the dirtiest — Senate race in US history.

As Mr Helms is the senior Republican senator, the chairmanship of the foreign relations committee is now his for the asking. Although he said during the campaign that he wanted to retain his present post as chairman of the Senate agriculture committee, his right-wing supporters are expected to

pressure him into taking the foreign relations job (under Senate rules he cannot hold both).

Mr Helms's foreign friends range from Mr Ian Smith in the days when Zimbabwe was still Rhodesia and Major Roberto D'Aubuisson, leader of the extreme right faction in El Salvador, to ex-President Galtieri of Argentina. Indeed, Mr Helms was only one of 100 senators to vote against US support for Britain during the 1982 Falklands war.

So conservative is Mr Helms that he has even opposed Senator Howard Baker, the Senate majority leader.

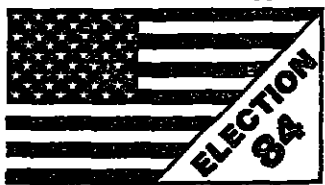
However, the Republicans made a surprise gain in Kentucky where Mr Mitch McConnell, a local judge, ousted Senator Walter Huddleston, a prominent member of the Democratic hierarchy.

The Republicans failed in their effort to take the Massachusetts seat vacated by Mr Ray Shamie, a millionaire businessman who had campaigned of a solidly Reaganite platform.

The outcome of the Senate races left the Republicans with a slightly reduced majority of 53 to 47. Although this is a comfortable enough majority for the moment, it bodes ill for 1986 when the Republicans could well lose control of the Upper House in that year's congressional elections.

In the House, where Democrats were expected to lose between 13 and 16 seats, it appeared that President Reagan's coat-tails were only half as long as they were in 1980 when the R-publicans picked up 33 seats.

Because of massive ticket-splitting by voters in many parts of the country who continued to vote along traditional party lines in congressional races, the President failed to restore the working majority coalition of Republicans and conservative "boll weevils" southern Democrats that pushed through his radical economic programme during the first two years of his presidency.



Jesse Helms

Senate

Of the 100 Senate seats, 33 were at stake. They had been occupied by 19 Republicans, R or D shows which party has won the seat. The name of each senator is followed by either the date when he or she was first elected or, where the person is a newcomer to the Senate, (R) or (D) indicating the party which previously held the seat.

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R 2 Bill Dickinson (64)

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D 4 Tom Bevil (66)

D 5 Ronnie Flippo (76)

D 6 Ben Erdreich (82)

D 7 Richard Shelby (78)

Alaska

R AL Donald Young (73)

Arizona

R 1 John McCain (82)

D 2 Morris Udall (61)

R 3 Bob Stump (76)

R 4 Eldon Rudd (76)

R 5 Jim Kolbe (D)

Arkansas

D 1 Bill Alexander (68)

D 2 Tommy Robinson (R)

D 3 John Humphries (66)

D 4 Beryl Anthony Jr (78)

California

D 1 Douglas Bosco (82)

D 2 Gene Chapple (80)

D 3 Robert Matsui (78)

D 4 Vic Fazio (78)

D 5 Sala Burton (83)

D 6 Barbara Boxer (82)

D 7 George Miller (74)

D 8 Ronald Dellums (70)

D 9 Forster Stark (72)

D 10 Don Edwards (62)

D 11 Tom Lantos (80)

D 12 Ed Zschau (82)

D 13 Norman Mineta (74)

D 14 Norm Shumway (78)

D 15 Tony Coelho (78)

D 16 Leon Panetta (76)

D 17 Charles P. Stenholm Jr (78)

D 18 Richard Lehman (82)

D 19 Dale Ewen (D)

D 20 William Thomas (78)

D 21 Bobbi Fiedler (80)

D 22 Carlos Moorhead (72)

D 23 Anthony Beilenson (76)

D 24 Henry Waxman (74)

D 25 Edward Roybal (82)

D 26 Howard Berman (82)

D 27 Mel Levine (82)

D 28 Julian Dixon (78)

D 29 Augustus Hawkins (62)

D 30 Matthew Martinez (82)

D 31 Mervyn Dymally (80)

D 32 Glenn Anderson (68)

Colorado

D 1 Patricia Schroeder (72)

D 2 Timothy Wirth (74)

D 3 Hank Brown (80)

D 4 Ken Kramer (78)

D 5 Daniel Schaefer (83)

Connecticut

D 1 Barbara Kennelly (82)

D 2 Samuel Gejdenson (80)

D 3 Bruce Morrison (82)

D 4 Stewart McKinney (70)

D 5 John Rowland (D)

D 6 Nancy Johnson (82)

Delaware

D AL Thomas Carper (82)

Florida

D 1 Earl Hutto (78)

D 2 Don Fuqua (82)

D 3 Charles Bennett (48)

D 4 Bill Chappell (68)

D 5 Bill McCollum (80)

D 6 Buddy MacKay (82)

D 7 Sam Gibbons (82)

D 8 Bill Young (80)

D 9 Michael Bilirakis (82)

D 10 Andy Ireland (76)

D 11 Tom Nelson (78)

D 12 Tom Lewis (82)

D 13 Connie Mack (82)

D 14 Daniel Mize (78)

D 15 Clay Shaw Jr (80)

D 16 Larry Smith (82)

D 17 William Lehman (72)

D 18 Claude Pepper (62)

D 19 Dante Fascell (54)

Georgia

D 1 Lindsay Thomas (82)

D 2 Charles Hatcher (80)

D 3 Richard Ray (82)

D 4 Pat Swindall (D)

D 5 Wayne Fowler Jr (77)

D 6 Newt Gingrich (78)

D 7 George Darden (82)

D 8 Roy Rowland (82)

D 9 Ed Jenkins (76)

D 10 Doug Barnard Jr (76)

Hawaii

D 1 Cee Heefel (76)

D 2 Daniel Akaka (76)

Idaho

R 1 Larry Craig (80)

D 2 Richard Stings (R)

D 3 George Hansen (64)

Illinois

D 1 Charles Hayes (83)

D 2 Gus Savage (80)

D 3 Martin Russo (74)

D 4 George O'Brien (82)

D 5 William Lipinski (82)

D 6 Henry Hyde (74)

D 7 Cardiss Collins (73)

D 8 Dan Rostenkowski (58)

D 9 Sidney Yates (48)

D 10 John Porter (80)

D 11 Frank Annunzio (64)

D 12 Philip Crane (69)

D 13 Harris Fawell (82)

D 14 John Gribble (72)

D 15 Edward Madigan (72)

D 16 Lynn Martin (80)

D 17 Lane Evans (82)

D 18 Robert Michel (56)

D 19 Terry Bruce (82)

D 20 Richard Durbin (82)

D 21 Melvin Price (44)

D 22 Kenneth Gray (65)

D 23 Randy Patech (D)

Indiana

D 1 Peter Visclosky (D)

D 2 Philip Sharp (74)

D 3 John Hiler (80)

D 4 Daniel Coats (80)

D 5 Elwood Hillis (70)

D 6 Dan Burton (82)

D 7 John Myers (66)

D 8 Frank McCloskey (82)

D 9 Richard McIntyre (D)

D 10 Lee Hamilton (64)

D 11 Andrew Jacobs Jr (64)

Iowa

R 1 Jim Leach (76)

R 2 Tom Tauke (78)

R 3 Cooper Evans (80)

R 4 Neal Smith (58)

R 5 Jim Lightfoot (D)

R 6 Berkeley Bedell (74)

Kansas

R 1 Pat Roberts (80)

R 2 Jim Slattery (82)

R 3 Jan Meyers (82)

R 4 Dan Glickman (76)

R 5 Bob Whitaker (78)

Kentucky

D 1 Carroll Hubbard Jr (74)

D 2 William Natcher (53)

D 3 Romano Mazzoli (70)

D 4 Gene Snyder (62)

D 5 Harold Rogers (80)

D 6 Larry Hopkins (78)

D 7 Carl Perkins (D)

Louisiana

D 1 Bob Livingston (77)

D 2 Lindsey Boggs (73)

D 3 W. J. Tauzin (80)

D 4 Buddy Roemer (80)

D 5 Jerry Huckaby (76)

D 6 Henson Moore (75)

D 7 John Breaux (72)

D 8 Gillis Long (62)

Maine

D 1 John McKernan Jr (82)

D 2 Olympia Snowe (78)

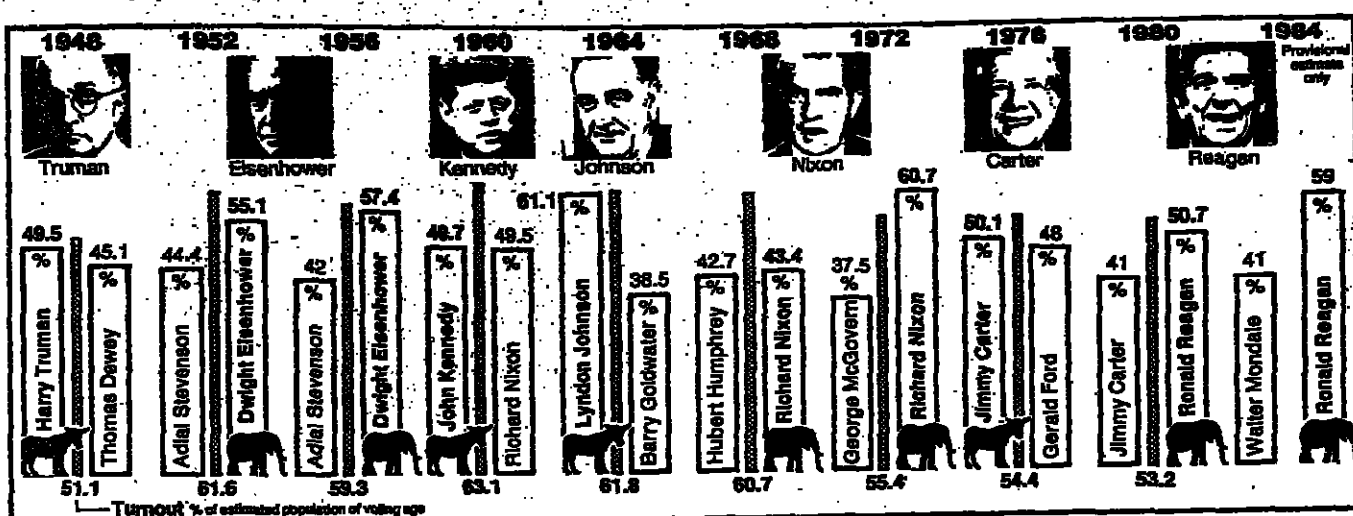
Maryland

D 1 Roy Dyson (80)

D 2 Helen Bentley (D)

D 3 Barbara Mikulski (76)

D 4 Marjorie Holt (72)



Presidential contests since 1948: Popular vote for the main candidates. Official figure for 1984 still not available.

The outcome means that Mr Thomas "Tip" O'Neill, the veteran Speaker of the House and the President's primary antagonist in Congress, will return as the Democrats' leader in Washington. It also assured the return of the rest of the

Timetable up to Inauguration Day

Dec 17: 538 members of the Electoral College cast their votes for the presidency.

Jan 7, 1985: The Electoral College formally selects Mr Reagan as the next President.

Jan 21: President Reagan is inaugurated.

current Democratic leadership in the House.

The ticket-splitting, in which voters demonstrated their determination to control the power they gave Mr Reagan in the presidential ballot, showed up strikingly in number of important districts.

There were several important casualties in the House, among

them two 11-term Congressmen, Mr Clarence Long (Dem, Maryland) and Mr Joseph Minish (Dem, New Jersey). Mr Gerry Studds retained his Massachusetts seat for the Democrats despite his House censure last year for having a homosexual affair with a congressional page, but Mr Daniel Crane (Rep) who was censured at the same time for having a heterosexual affair with a female page, was defeated.

In Kansas Mr Alex Fazzino (Dem) who was convicted of extortion last summer, was reelected.

The Republicans have made a net gain of two in the 13 gubernatorial races which took place on Tuesday. They lost North Dakota and Washington but won North Carolina, Rhode Island, Utah and West Virginia. In Vermont, Mrs Madeleine Kunin won after a neck-and-neck battle to become the nation's second woman governor. The only other one, Mrs Martha Layne Collins, is Governor of Kentucky.

HOW THE POPULAR VOTE SPLIT STATE BY STATE

STATE	Reagan	Mondale	Electoral college votes	STATE	Reagan	Mondale	Electoral college votes
Alabama	61	39	9	New Hampshire	68	31	4
Alaska	87	30	3	New Jersey	57	40	16
Arizona	67	32	7	New Mexico	58	39	5
Arkansas	61	39	6	New York	54	46	36
California	58	42	47	North Carolina	62	38	13
Colorado	53	36	8	North Dakota	65	34	3
Connecticut	51	39	8	Ohio	59	40	23
Delaware	60	40	3	Oklahoma	68	31	8
Florida	55	35	21	Oregon	54	46	7
Georgia	55	44	12	Pennsylvania	54	46	25
Hawaii	73	27	4	Rhode Island	52	48	4
Idaho	73	27	4	South Carolina	64	36	8
Illinois	57	43	24	South Dakota	63	37	3
Indiana	61	38	12	Tennessee	59	41	11
Iowa	54	46	8	Texas	55	45	32
Kansas	60	40	7	Utah	84	16	3
Kentucky	60	40	9	Vermont	56	41	3
Louisiana	61	39	10	Virginia	63	37	12
Maine	61	39	4	Washington	56	44	10
Maryland	52	47	10	West Virginia	55	45	6
Massachusetts	51	49	13	Wisconsin	56	44	11
Michigan	59	41	20	Wyoming	70	30	3
Minnesota	49	51	10	District of Columbia	13	86	3
Mississippi	62	37	7				
Missouri	61	39	11				
Montana	60	38	4				
Nebraska	71	29	5				
Nevada	67	32	4				

Notes: All states won by Ronald Reagan, except where marked by an asterisk.

Line-up of winners on their way to new US Congress



Jesse Helms

Senate

Of the 100 Senate seats, 33 were at stake. They had been occupied by 19 Republicans, R or D shows which party has won the seat. The name of each senator is followed by either the date when he or she was first elected or, where the person is a newcomer to the Senate, (R) or (D) indicating the party which previously held the seat.

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Arkansas

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D 3 John Humphries (66)

D 4 Beryl Anthony Jr (78)

California

● Middle-class victory ● Mondale goes with dignity ● Pretoria euphoria ● Beirut warning

Voting patterns

Old loyalties fail and Ferraro factor backfires

From Bailey Morris, Washington

It was supposed to be the year of women in American politics, but it was not. Organized labour was supposed to unite solidly behind the Democratic presidential candidate, but it did not. The "old world" ethnic blocks of Poles, Slavs, Italians, Irish, Scandinavians and Germans slipped their ancestral political moorings and voted overwhelmingly Republican.

The instant portrait which emerges from the 1984 election campaign is one of middle-class victory and economic solidarity. Never before have so many blue-collar workers and white-collar workers, Catholics and Protestant fundamentalists, old voters and young voters, up-

Polls conducted by ABC Television and *The New York Times* revealed that a majority of women voted for President Reagan, giving him a 55 per cent to 43 per cent margin over Mr Mondale. In addition, despite a record number of women running for national and state offices, their gains were not large.

Women ran for the vice-presidency, for 10 Senate seats, 65 House seats, one governorship and six lieutenant governorships. Although the votes were still being counted yesterday, it appeared that no women were elected to the Senate, leaving the number serving at two.

In the close race for Governor of Vermont was Ms Madeline Kunin was successful. In the House all women incumbents were reelected and one new seat was won by Mrs Helen Bentley, a Republican from Maryland, for a net gain to women of one.

Exit polls revealed that the nomination of Ms Ferraro to the Democratic ticket may even have had a negative effect. An NBC Television poll revealed that although 16 per cent of the voters in the sampling said that the presence of Ms Ferraro on the ticket prompted them to vote Democratic, more than 26 per cent said her nomination made them less likely to support the party.

wardly mobile young professionals and union members, agreed so closely on one issue - in this case the economy - and on the personal merits of the incumbent.

Women, who make up 54 per cent of the American electorate, destroyed the concept that they would vote for the first time as a block, displaying the gender solidarity with Mrs Geraldine Ferraro, the first woman to be nominated as a vice-presidential candidate.

But blacks, who gave Mr Mondale 88 per cent of their votes, higher even than the 82 per cent which went to former President Carter, did vote as a block. Not since the post-civil war days of reconstruction has there been such a sharp division between white and black voters, particularly in the South.

Organized labour was another special interest group which failed to deliver, as has been traditional, for the Democratic Party.

Despite early endorsements by prominent union leaders and an unprecedented drive to mobilize the rank and file, labour supported Mr Mondale by a margin of only 54 per cent to 46 per cent.



Family consolation: Mr Mondale is embraced by his daughter, Eleanor, at the farewell gathering.

Epitaph to a campaign

The departure of a decent man

From Trevor Fishlock, St Paul, Minnesota

For a few seconds there was a sense of desolation. With his usual dignity, Walter Mondale spoke the epitaph to his campaign, his speech of concession. He waved, then was gone from the stage. People wept, and the affectionate cheers died away.

Suddenly, filling the emptiness, a rock group started a thunderous beat. It was like one of those funerals in New Orleans, where a jazz band drives away the sadness.

This was the departure of a decent man. Mr Mondale was manly, steadfast and stoical in the defeat which he had so long to prepare.

Such a fighter was never going to lose his self-respect, but Minnesota, anyway, gave him a battered pride some balm and helped him to keep his chin up by remaining a Mondale island in the Reagan sea.

long foregone the television men monotonously ticking off the states like bored grocers taking delivery of beans, the day hung heavily in the Mondale camp.

The last rite, his farewell gathering in the civic centre at St Paul, the statement conceding the election, came as a relief. The poignancy of the event was underscored by the vastness of the hall and the relative smallness of the crowd, like a party where most of the invited guests have not turned up.

There were thousands of empty seats, each with a blue and red Mondale-Ferraro placard in it. The mood of the 2,000 people gathered around the stage was mostly low-key. After all, this was defeat, and these people were witnessing the end of the long political career of the last of the Minnesotan breed. They only erupted into a

frenzy of cheering when the news came through that Minnesota had stuck with Mr Mondale - and when Mr Mondale himself arrived to dot history's "i".

He had spent most of the day at his home near here, in the quiet suburb of North Oaks, watching his own political burial in the landslide. Then he had taken leave of his staff at a reception in a hotel, and dined with his family and close aides.

As he stepped on to the stage, amid balloons and confetti and the roar of the flag-waving crowd, he looked drained, the beaten fighter. He looked down into a sea of shiny eyes and tear-stained faces and his voice sometimes cracked with emotion, and fatigue, as he delivered his farewell address.

It was a speech which underlined Mondale's strength and dignity and commitment to long-held principles. It was

properly brief, generous, forward-looking and without a speck of bitterness or recrimination.

"A few minutes ago I called the President of the United States and congratulated him on his victory", he began. "We are all Americans. He is our President and we honour him... we rejoice in our democracy."

"I want to say to my young supporters: I know how you feel because I've been there myself. Do not despair. The fight did not end tonight. It begins tonight."

"My loss does not in any way diminish the worth of our struggle. The America we want to build is just as important tomorrow as it was yesterday. I am honoured by all the people who permitted me to wage this fight, and I am at peace with the knowledge that I gave it everything I got."

World reactions

Tributes pour in to a personal triumph

By Our Foreign Staff

Government leaders around the world congratulated President Reagan yesterday on his landslide victory, and expressed hopes for progress in nuclear arms reduction over the next four years. There was less enthusiasm from the communist countries and a warning from Beirut.

● **BONN:** Chancellor Kohl of West Germany said the result was a great personal success, and Mr Reagan's headline image had made him a "much misunderstood man" in Europe. Herr Kohl was sure that Mr Reagan would carry out election pledges to seek nuclear arms agreements with Moscow.

● **PARIS:** President Mitterrand's message to Mr Reagan said: "I send you my most sincere wishes for the success of your mission, for your personal happiness, and for the prosperity of the American nation. I am sure that the friendly and trustful dialogue between our two countries will be able to develop in the service of peace and progress in the world."

Mr Reagan's victory has been well received on the whole in France, where support for his economic policies and personal style of leadership have increased as the popularity of M Mitterrand and his Socialist Government has declined.

● **BRUSSELS:** Mr Gaston Thorn, President of the European Commission, cabled the White House to say: "It is with sincere satisfaction and great pleasure that the Commission of the European Communities has learnt of your decisive victory... I am confident that during your new mandate the spirit of cooperation which characterized your Administration and the European Commission in the past four years will be pursued and reinforced."

● **TEL AVIV:** Mr Shimon Peres, the Prime Minister of Israel, said that the whole world would have to take notice of the confidence and trust the American people had expressed in President Reagan in an awe-inspiring display of democracy. He noted Mr Reagan's "great and sincere friendship for Israeli democracy" and expressed confidence that cooperation between the two governments would continue.

● **ATHENS:** In congratulating Mr Reagan, Mr Andreas Papandreu, the Socialist Prime Minister of Greece, and a frequent critic of the Republi-

can Administration, pointedly omitted the customary good wishes for success, in sharp contrast with President Karanmanli's warm telegram of congratulations.

● **BEIRUT:** The Jihad Islami (Islamic Holy War) took the opportunity to make a new threat to "blow up all American interests in Beirut and elsewhere in Lebanon." The threat, telephoned to a Beirut newspaper, was addressed "to every American individual residing in Beirut."

● **TOKYO:** Mr Yasuhiro Nakasone, the Prime Minister, described Mr Reagan's victory as an "historic, great deed". He said that Japan and the United States should work hand in hand for global peace, prosperity and disarmament.

● **JOHANNESBURG:** In a fulsome telegram of congratulations, Mr P. W. Botha, the South African State President, said he hoped American-South African relations would "continue to improve on the basis of mutual respect and trust."

"May your strong leadership contribute to peace and development in southern Africa, as elsewhere, and protect the right of smaller nations to be heard in the forums of the world. May your leadership turn back the forces of international terrorism and frustrate Marxist attempts to create chaos."

The Foreign Minister, Mr R. F. "Pik" Botha, who is on a visit to Israel, said he was grateful for Mr Reagan's victory, adding: "Few southern Africans could hold the view that Mr Walter Mondale would approach our problems with understanding."

● **WARSAW:** Mr Jerzy Urban, the Polish Government spokesman, said he would withhold substantive comment because "we do not interfere in elections in other countries, unlike the United States. Poland's only contribution to the reelection, he said, appeared to have come in prayers offered for the President in the parish of Nowa Huta, the steel-producing city that has seen bitter clashes between Solidarity supporters and police."

● **PEKING:** Wang Zhenyu, the Foreign Ministry spokesman, said China hoped that Peking-Washington relations would grow, based on American pledges to sever official ties with Taiwan and reduce arms sales to the island.

Leading article, page 15

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Opposition leaders blame Congress Party for violence against Sikhs

From Michael Hamlyn, Delhi

Opposition leaders in India are blaming much of the arson, looting and murder which followed the death of Mrs Indira Gandhi on officials and Congress Party legislators. The Congress Party, which has been in power since 1977, is accused of inciting people they had brought in from the outskirts to burn, loot and if possible murder Sikhs.

The chowdhury said that in Lucknow the home of a DMKP legislator who had been sheltering Sikhs was attacked by a mob led by Congress people. In Delhi an MP's house was attacked by a crowd "who had just come out of the Youth

have certain ideas in my brain that I want to implement for the good of my country, which used to be a land of wisdom and culture, but now is fallen on bad days because of the policies of Nehru and his daughter."

He does not think much either of the policies of Mr Nehru's grandson, the present Prime Minister, Mr Rajiv Gandhi. "Our country is a vast and diverse continent, of which he has not much knowledge or experience", he said.

As for Mr Gandhi's computers, "computers should be used only when it can't be helped."

Mr Charan Singh's views of technology are mostly of the Luddite kind. "We require a kind of economy that will require less capital and employ more people", he said. "We can provide employment for people by encouraging these enterprises. We should pay more attention to cottage industries."

He will be 83 next month, and despite a heart attack seven years ago is remarkably fit. The name of his party gives an idea of the sections of the population he wishes to appeal to. *Dalit* means lower caste and untouchable; *Hindus*; *mazdoor* means agricultural labourer; *Kisan* means farmer.

The party used to be called the Lok Dal or People's Party, "but that includes industrialists, hotel owners and big transport owners", he grumbled.



Severe measures: President Pinochet declaring the state of siege.

Pinochet restores state of siege in clampdown on left

From Florencia Varas, Santiago

President Pinochet of Chile has decreed a national state of siege to stop what he called the criminal and terrorist onslaught of subversion.

General Pinochet first declared a state of siege immediately after the 1973 military coup. It lasted until March 1978. The present decree extends wide-ranging facilities to the President to relegate, expel from and prohibit entry into the country, to censor media, communications and correspondence, to disband political and labour organizations and to restrict the right of assembly.

The Government's first move under the renewed state of siege was to impose strict curfew restrictions daily from midnight to 5 am.

President Pinochet defended the measures by citing the increase in terrorism, examples of which were the recent wave of bombings, the deaths of six

policemen and the successful electoral alliance between Christian Democrat and Communist Party student leaders in the University of Chile. According to the President, those acts demonstrated the existence of a wide process of political insurrection and the projection of the totalitarian ideologies which had been crushed on September 11, 1983.

In addition to the declaration of a state of siege General Pinochet reconfirmed in their posts the Cabinet members who had handed in their resignations on Monday. The confirmation of the Minister of the Interior Señor Sergio Onofre Jarpa met surprise in opposition sectors. A former president of the Senate, the Christian Democrat Señor Patricio Aylwin, said "What has happened is inexplicable... One is left with the impression that this has been a big show to justify the declaration of a state of siege."

Death toll tops 400 after typhoon batters Philippines

From Keith Dalton, Manila

More than 400 people have been killed, hundreds are missing and over 230,000 are homeless after typhoon Agnes battered vast areas of the central Philippines. The devastation was worst on Panay island, 250 miles south-east of Manila, where government television reported 277 people died and almost total destruction of

northern coastal villages.

Roxas city, the capital of Capiz province, was under floodwater more than four feet deep. City officials said a hundred people died.

The Red Cross said 95 per cent of the province's houses were destroyed. The typhoon's 128mph winds churned up 30ft waves, which smashed four coastal towns west of Roxas city, flattening

hundreds of fragile fishermen's huts and washing scores of people out to sea.

Typhoon Agnes was the eighteenth storm to hit the Philippines this year. Because it knocked down power and communication lines when it struck on Monday, the full extent of the death and destruction only became apparent yesterday, when links were restored.

Hundreds of people are missing, including more than a hundred fishermen in 18 boats lost off the southern Panay city of Iloilo. More than 20 provinces in the central island chain reported heavy loss of life and extensive damage.

More than 430,000 people were affected by the typhoon, a Welfare Ministry spokesman said. "Either their homes were destroyed or damaged or they

have sought shelter in relief centres set up in schools and municipal halls."

Air Force cargo planes were flying non-stop relief and rescue operations to the worst-hit areas. A typhoon two months ago, which passed further south, left more than 1,500 people dead and crop and property damage totalling hundreds of millions of dollars.



Mr Charan Singh: Prime ministerial ambitions.

Press-case judge attacks foreign influences

From Our Own Correspondent, Delhi

The growing hostility of Indian officialdom towards the foreign press was strikingly demonstrated yesterday, when a judge in the High Court in Delhi cancelled the bail granted to Mr Brahma Chellaney, a correspondent of the US news agency, Associated Press.

Mr Chellaney has been accused of an offence under the Punjab Censorship Act, and of an offence covered by a draconian Terrorist-Affected Areas (Special Courts) Act, as a result of a report which appeared in *The Times* in June.

Cancellation of his bail has no effect, since Mr Chellaney was granted bail this week by the country's Supreme Court until November 20. Yesterday his lawyers sought to withdraw his bail petition from the High Court, acting on instructions from the superior tribunal.

But the judge insisted on giving judgment, and accompanied his decision with a written statement of unusual severity towards the "foreign influences" which, Government counsel allege, are protecting Mr Chellaney.

The judge said the relevant copy of *The Times* had been placed before the court, and added that it had been pointed out how Mr Chellaney, "in his zest for sensation-mongering and dubious pleasing of the foreign bosses, has brought out a recklessly distorted and highly inflammatory version of the Punjab episode".

The judge also spoke of the reference by the Government to an editorial in *The New York Times* seeking the dropping of the case against Mr Chellaney. "It is intended that this reflected how the foreign influences are interested in the protection of the petitioner", the judgment said.

Giving his decision, Mr Justice D. R. Khanna declined to comment on the merits of the case for or against Mr Chellaney, but added: "Prima facie, the news item is gravely tendentious and shows its dispatch from Amritsar. He said ordinance precludes the grant of anticipatory bail. The application therefore is dismissed".

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RAF prepares for move to Djibouti OAU meeting may force British famine aid base out of Ethiopia

Famine victims are starving to death by the main road less than 100 miles from Addis Ababa, a senior Oxfam official said yesterday.

The charity's water engineer, Mr Jim Howard, said families at the roadside were trying to sell their jewellery for food. "There are tens of thousands of people in the last stages of their lives. People were dying around us," he said. "We were all in tears. These are worn-out shadows of human beings."

Envoy denies political exploitation of disaster

Ethiopia's famine and suffering were not being used by its Marxist government for its own political ends, Ethiopia's ambassador to London, Mr Ayalew Wolde-Giorgis, said yesterday.

He urged Britain and other Western countries to increase aid to Ethiopia on a long-term basis and so help to end the "long history of drought" which was the cause of the famine.

The ambassador told the Press Association he wanted to correct misleading impressions in Britain on how his government was approaching the tragedy.

"We are overwhelmed by the generosity of the British people, and will always be grateful. But a number of reports have appeared in Britain suggesting that perhaps we are dragging our feet or can see some political benefit from this calamity."

This was "naïve propaganda". Refugees who had fled in thousands to Sudan were beginning to return and disruption by rebel group was being countered.

The Ambassador spoke of suspicions that the limitation on aid from the West, until television highlighted the extent of the famine, was not unconnected with Ethiopia's socialist ideology and its closeness to the Soviet philosophy.

But people should remember that the former emperor, Haile Selassie, had operated probably the most rigorous feudal system in the world.

"People were in virtual slavery. Now they can farm their own land."

Habré's troops accused of random killings

By Henry Stanhope
Diplomatic Correspondent

Hundreds of killings have been carried out by government troops in southern Chad in the past two months, according to an Amnesty International report.

Prisoners and unarmed civilians who have been shot at random are among those who have died during operations against opponents of President Habré, it is alleged in the latest Amnesty report. Others have disappeared.

The organization, which has appealed to President Habré to investigate the allegations, quotes reports from the Moyen Chari region, where farmers are said to have been shot as they worked in the fields, while others were shot from the backs of lorries in Bedaya village.

● PARIS: The last big convoy of French military vehicles and equipment left Chad yesterday for the Cameroon port of Douala to return to France, a Defence Ministry spokesman said (Reuters reports).

Success claimed for two-day strike Township death toll rises to 22

By Michael Hornsby, Johannesburg

The death toll in violent clashes between rioters and police in African townships near Johannesburg on Monday and Tuesday has risen to at least 22 after five more people were killed on Tuesday night.

Army and police units yesterday were patrolling Tembisa north-east of Johannesburg, which saw the worst violence, and other townships on the East Rand. Calm seemed to be returning after the outbursts of arson, looting and stone throwing of the previous two days.

The violence occurred against a background of a two-day general strike in Transvaal in support of political and economic demands. The strike ended on Tuesday night, and most businesses were reported to be operating normally yesterday.

Although most employers did no more than dock the pay of those workers who stayed at home, Sasol, the strategic oil-from-coal plant at Secunda in south-eastern Transvaal, dismissed 6,000 of its workforce of 6,600 Africans after they ignored warnings that they would be in breach of their contracts if they obeyed the strike call.

Mr Thami Mali, the chairman of the Transvaal Regional Stayaway Committee, the coordinating body which organized the strike, claimed yesterday that it had been an overwhelming success. It had shown the Government that Africans now had power in their hands and could use it any way they liked.

"We cannot go back now any more. Our duty is to step up resistance and create an ungovernable situation and actually force the state to declare some areas liberated zones," he said.

The strike was supported by the Council of South African Unions and the Federation of South African Trade Unions, both of which have mainly black memberships, as well as by the United Democratic Front a multiracial alliance.

Some liberal English-language newspapers normally sympathetic to black protest yesterday expressed concern over the level of violence and the use of force against non-strikers. In an editorial headed "Not the answer", the respected *Rand Daily Mail* described the strike as "a damaging, counter-productive exercise".

Nothing was achieved, the newspaper said, when already under-educated children stayed out of school, when workers absent themselves in times of rifle unemployment, when unions supported extravagant demands and wildcat action.

Among the strikers' demands were: a freeze on rents and bus fares; the abolition of the general sales tax and other "unfair" taxes; the resignation of government-backed township councillor; the release of all political prisoners and detainees; and the reinstatement of all dismissed workers.

KGB 'ran Bitov in London'

By Michael Hornsby, Johannesburg

Mr Oleg Bitov, the Soviet journalist who defected to Britain, was under direct KGB control for almost the whole time he was in British hands, sources close to the Bitov family said yesterday. They said Mr Bitov had returned to Russia via Helsinki under KGB auspices, but not against his will.

Mr Bitov, a senior editor on the *Literary Gazette*, was not a KGB agent, but had approached the Soviet embassy three weeks after arriving in Britain in September last year, the sources said.

"The question is whether British intelligence knew he was under KGB control all the time but went along with the deception anyway, or whether British intelligence was itself deceived," one informed observer said.

Mr Bitov, who claimed at a press conference in September that he had been drugged, kidnapped and tortured, had originally defected at the Venice film festival with the vague aim of either making a name for himself in the West or of discovering hidden truths about Western intelligence services for a book to be published in Russia.

"It was a kind of adventure," one source close to him said. "He wanted to be as well known as his brother Andrei." Andrei Bitov is a leading Soviet author.

Mr Bitov had left the Soviet group in Venice of his own accord, the sources said, and had approached Italian secret agents, who in turn had passed him on to the British. Mr Bitov knows English well, and has made a study of English-language science fiction.

"The story of kidnapping and torture he told when he came back is about as close to the truth as science fiction," one source remarked. "It was almost entirely lies."

Mr Bitov had sought out British intelligence, sources said, but after three weeks he began to panic and approached the Soviet Embassy. The KGB had told him not to try to return to Moscow immediately, but to play along with his British intelligence contacts.



Reluctant subject: Chancellor Kohl protesting about photographers before the hearing.

known about those practices and had turned a blind eye.

The CDU has rejected a suggestion by Herr Heiner Geissler, its general secretary, for full disclosure by Bundestag members of all their outside interests.

Herr Geissler, anxious to limit the growing damage the Flick affair is causing all the established parties, had appealed to the opposition Social Democrats to adopt a common line on party gifts to overcome what he called the crisis of confidence in parliamentary institutions. But Herr Hans-Jochen Vogel, the SDP parliamentary leader, rejected his suggestion that the parties should try to influence the

courts into treating such cases leniently.

Meanwhile the hapless Free Democrats, whose leading member Otto Graf Lambsdorff is now awaiting trial on corruption charges arising out of Flick payments, have acknowledged with embarrassment that the party received about DM 6m from an anonymous donor in December after the passing of a law making all party donations of more than DM 20,000 publicly declarable by industry. The SDP has appealed to the donor to reveal his identity but has denied rumours that Colonel Gaddafi of Libya was behind the gift.

Herr Hans-Dietrich Genscher, the SDP party leader, will be questioned by the Flick com-

mittee today, and the Bundestag will debate the whole affair on November 16. The Bonn Public Prosecutor, however, has said that no criminal proceedings are to be opened against Herr Reiner Barzel.

● MADRID: Senor Felipe Gonzalez, the Spanish Prime Minister, instructed the Director of Public Prosecutions yesterday to start proceedings over allegations that money from the Flick concern helped to finance Spanish Socialist Party election victories.

The opposition has put down a question in Parliament demanding that the Prime Minister answer personally reports in the West German press, that the Socialist Party was given the money by the SDP from funds received from Flick.

Winds force delay of space rescue

Washington - Swirling winds in the upper atmosphere forced postponement of yesterday's launch of the shuttle discovery on an eight-day mission to rescue two wayward satellites and deploy two more in orbit. (Mohsin Ali writes)

Officials at the Kennedy Space Centre in Florida reported that weather balloons had recorded an erratic wind shear above 20,000ft that exceeded the shuttle's tolerance levels.

The lift-off had been due at 8.23 am local time but has been postponed for today at 7.17 am. The delay was a disappointment for Commander Frederick Hauck, the pilot, David Walker and the crew members Anna Fisher, Dale Gardner and Joseph Allen.

Acropolis strip costs £600

Athens - Three young Americans arrested on the Acropolis after posing for photographs partly in the nude, were jailed for 75 days, but bought off the sentences at £200 each.

The lawyer for the three - William Mullen, Allen Herman and Joseph Freitas - said he would appeal to the Supreme Court on the ground that exposing one's buttocks in public was not an offence under Greek law.

Bridge horror

Dhli (Reuters) - More than 130 children were missing after a rope bridge collapsed near Munnar, Kerala State, the Press Trust of India said.

Dumping protest

Rotterdam (Reuters) - Three Greenpeace rubber craft were chained to the West German ship Rosemary at Rotterdam in protest against German chemical dumping in the North Sea.

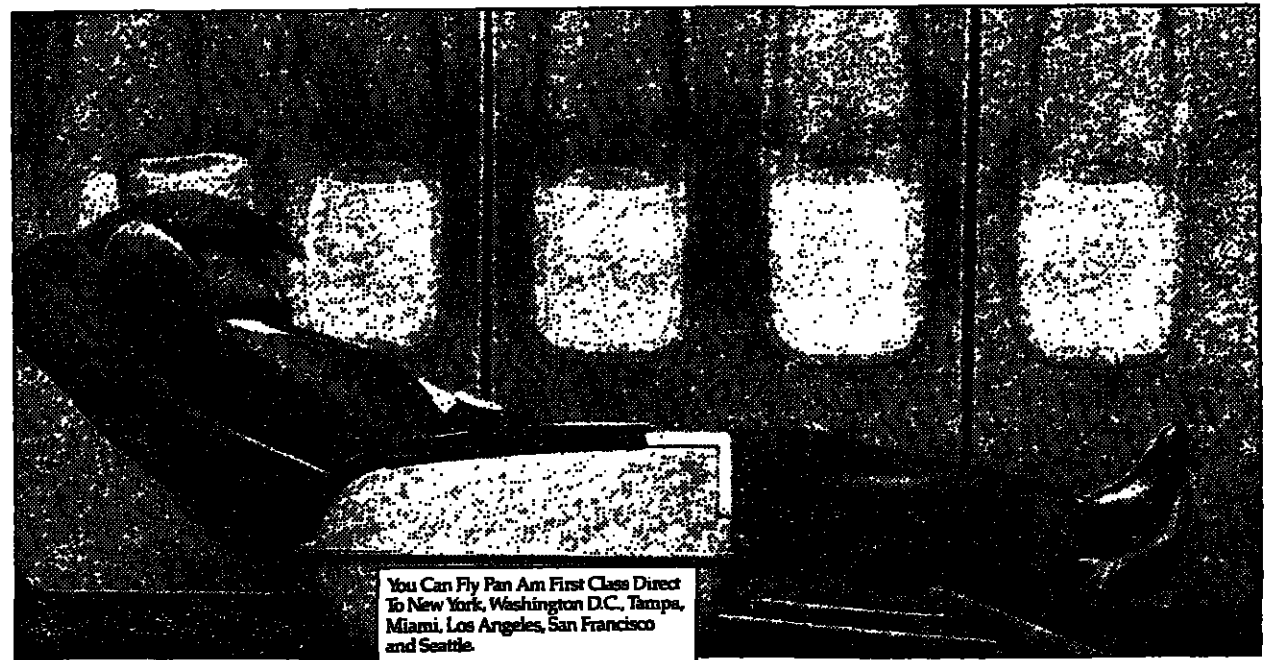
Fusion advance

Peking (Reuters) - Chinese scientists say they have taken the first step to producing energy by controlled nuclear fusion, the new frontier of world nuclear research.

Labour cuts

Bangkok (AP) - Vietnam's trades union federation has told workers and public employees not to have more than two children per family, the Vietnam News Agency said.

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Uganda treason case dismissed on technicality

Nairobi - The only British judge of the Ugandan High Court, Mr Justice Peter Allen, yesterday dismissed a charge of treason against a former Ugandan Minister, Mr Balaki Kirya, after ruling that a new Ugandan law cannot be applied to offences allegedly committed more than two years ago (our Correspondent writes).

The new law, recently passed by the Ugandan Parliament, extends the offence of treason to cover acts committed outside the country. But Mr Justice Allen said it could not be backdated in order to create an offence which did not exist at that time.

Mr Kirya remains charged with leading the Uganda Freedom Movement, one of the guerrilla groups operating against the Ugandan Government. It was not clear yesterday whether this charge could be heard by itself.

Four other Ugandans and a Pakistani are also charged with treason, which carries the death sentence. But the judge also dismissed the main charge against the Pakistani yesterday.

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SPECTRUM

How the head of the Cranfield Institute became Mrs Thatcher's automatic choice as a government troubleshooter

The pure and applied scientist

The Times Profile:
Sir Henry Chilver

Mrs Margaret Thatcher wants somebody to run the Milton Keynes Development Corporation. Where does she look?

She wants a chap to hold the ring while the tangled lines of the old Post Office's mail and telecommunications divisions are sorted out. Who could do it? She needs someone of stature to run the bit of Whitehall most favoured by her Government, the Manpower Services Commission. Where does she go?

There is a problem. Acres of the official lists of the Great and the Good are useless, dank meadows where sprout corporatists, friends of Ted, social democrats and worse.

Business ought to be an obvious source of Big Government's odd-job men. The top ranks of British business are, however, hardly bursting with achievers who have not only made their pile but also have the political nous and actually want to do a part-time job, especially at Milton Keynes.

This is why the Young brothers (David, late of the MSC, now in the Cabinet; Stuart, chairman of the BBC) stand out.

He is neatly elegant, a creature of the boardroom and lecture hall?

Once upon a time the universities were a reservoir of would-be public servants: "Wheel on a vice-chancellor" was the cry in the days before Mrs Thatcher abolished royal commissions. Nowadays, there is a dangerous air of mutiny on campus. Besides, the current crop of university chieftains - not a spangled bunch - are rather withdrawn and monastic. There are few exceptions, and the most notable is Sir Henry Chilver, Vice-Chancellor and creator of the Cranfield Institute of Technology.

Again and again since 1979, Mrs Thatcher and her ministers have returned to Cranfield to load Chilver's trusty shoulders with jobs - chairman of the Milton Keynes Development Corporation; disinterested temporary chairman of the Post Office; sundry tasks at the National Economic Development Council; a muddy job sorting out higher education in Ulster.

When it came to it, the politicians finked Chilver's rationalist prescription for undoing the costly failure of the New University of Ulster in Coleraine.

But they are bound to go back to him. There are few spokes in the information technology revolution that do not lead to Cranfield, Chilver or Chilver-

inspired plans for boosting the supply of electronic engineers and computer specialists.

He is no Tory but his philosophy of minimizing state funding in higher education and maximizing academics' service in United Kingdom Ltd is impeccably Thatcherite. As Sir Keith Joseph writes his blueprint for higher education and Mr Norman Tebbit worries about information technology, there is a real sense that Sir Henry Chilver is man of the moment.

In a more technocratic society, or an era that celebrated engineers as Britain perhaps once did, Chilver would be better known. Cranfield - still confused by some with Cranwell, the Royal Air Force college - is a remarkable success story.

Re-formed as a degree-granting college in the late 1960s from a training school set up by the aircraft manufacturers forty years ago, Cranfield now has a wide reputation for teaching and research.

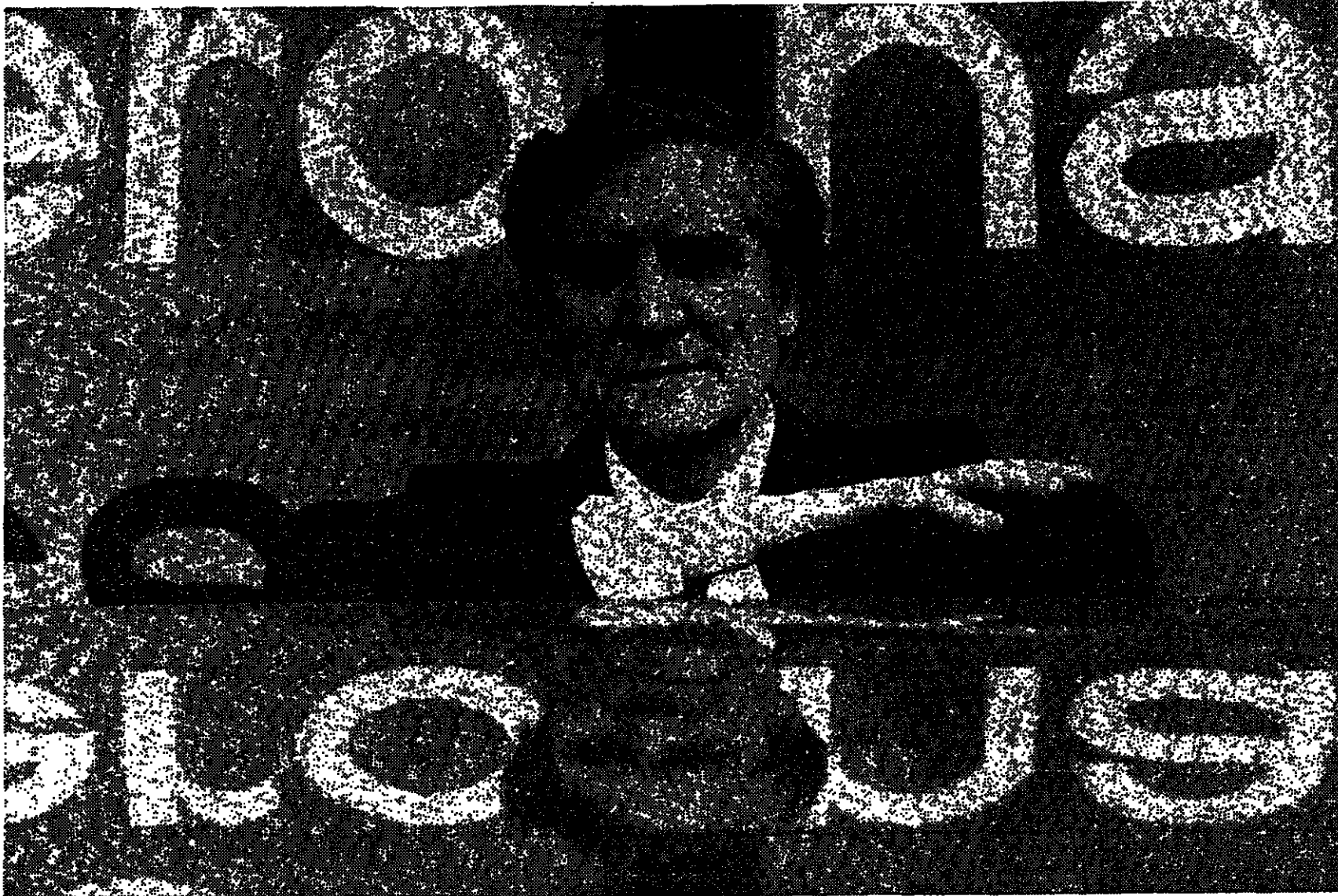
Firms come with problems in robotics, materials, power and sometimes management; Cranfield sells expertise and, through the application of science, industrial solutions: its flow of cash from industry for research and student sponsorship helps the cliché about the divorce of academe and industry.

Most of this is due to Chilver, in the post since Cranfield was chartered as an institute of technology in 1969, to his team of engineer-therapists (rather than laboratory researchers) and to his philosophy of high-grade, high-tech higher education in which private sector money balances government funding. Chilver's string of directorships is a symbol and a benefit of industry's appreciation.

If the description "engineer" conjures a picture of machines and hard hats, then it does not apply to Chilver. He is neatly elegant, a creature of boardrooms as much as lecture halls, of those back-of-government advisory committees on the nation's scientific capacity and technological potential whose rhythms were set down by C. P. Snow.

Chilver is an academic engineer, one of the few thought by theoretical and "pure" scientists to be of sufficient stature to be elected a Fellow of the Royal Society. His own work, developed at the engineering department at Cambridge and as Professor of Civil Engineering at University College, London, dealt with the theory of structures.

It has, however, been construction of a practical kind that has marked Chilver's tenure at Cranfield. Deploying an energy in teasing up research contracts and establishing courses that



Man of the moment Sir Henry Chilver, academic and problem solver to government and big business

would in business be called entrepreneurial, he has made Cranfield a showcase of R & D.

"The task is to keep change moving fast," he says. And so it has been. Built around a Bedfordshire airfield, Cranfield expanded during the 1970s to take over the National Agricultural Engineering College at Silsoe; earlier this year it linked with the Royal Military College of Science at Shrivenham.

Cranfield sells expertise and solutions to industry's problems?

Cranfield is not a university. Ralf Dahrendorf told his colleagues at the London School of Economics after a visit: it was more like a "separate R & D section of a range of industries".

True, it has no faculty of arts. It is outside the University Grants Committee's ambit and deals directly with government, which pays about one quarter of its income. But the quality of its degrees, mostly postgraduate, compares. Academic disciplines apply.

Whatever Cranfield is, there

are critics of Britain's economic performance in the last 20 years who fervently wish there had been five such institutes, not one; who acknowledge that Chilver's market orientation, his ability to service industry without diminishing the quality of research, is a precious formula.

Chilver evidently believes that Cranfield's lessons stem not from him but from its ethos. Ultimately, that is about pride in technology; pride in those who develop and exploit ideas; a belief that the applied scientist deserves as much glory as the pure creator of ideas and knowledge.

Beyond that, Cranfield's management style - each department has to break even on its own by going out and drumming up research and sponsorship - resides in Chilver's belief that groups of academics working together with the minimum of external constraint and the maximum of financial responsibility is the only way to run a university.

Cranfield grew, Chilver says, "because I discovered continuing education, did market research and discovered what firms wanted".

The precepts come thick and fast. All leading academics spend one fifth of their time in

the outside world, working or consulting. Higher education institutions exist to fulfil the needs of students, employers and the state; they should make every effort to find out what those needs are. Government money should be geared to those institutions which are increasing their own wealth.

There is no subject - including sociology and the humanities - which cannot attract private money in order to support research; research which does not interest the external world does not deserve support. Universities are not monasteries: what use are monks if they keep their knowledge and their manuscripts to themselves?

All this is, or ought to be, music to the ears of Sir Keith Joseph, but it would be wrong to convict Sir Henry Chilver of ideology. His knighthood, after all, came from the Callaghan era. Cranfield grew rapidly under Labour. He is what might be called an empirical Thatcherite, someone who has evolved, over time, a personal philosophy of how institutions work that accords in broad measure with some of the positions adopted by the Thatcher Administration.

At times Sir Henry Chilver

comes across as a typical academic, almost naive in his belief that all good men and true will rationally appraise a problem, deliberate a solution and apply their common wisdom. (His quality of concentration on the single problem at hand has been a good reason for his usefulness in, for example, presiding over the bifurcation of the Post Office.)

But beneath that there are a politician's instincts and timing. Chilver has been a great persuader of his courts and senates.

We need to break out of 1940s-style patterns of organization?

No iconoclast, he is reluctant to criticize the generations of policy-makers, vice-chancellors and ministers who misaligned Britain's education and economy, who failed to seize the expansion of higher education as the moment to emphasize technological preparedness, who created in the polytechnics a failed hybrid.

Yet he believes the Cranfield

way is a means of recouping some of the losses and he maintains that the Cranfield lessons can be applied elsewhere, disruptive though they would be for the sociologists and English teachers.

He would even, one suspects, like to have a go at applying them - as the vice-chancellor of one of the big universities, perhaps, or as a politician in the Thatcher Government.

Chilver is 57. He would, he says, be happy to stay at Cranfield, developing its international links, and keeping on his job at Milton Keynes, pressing the corporation to maximize the stake of private investors in the new town.

But there is a sense that Sir Henry Chilver is waiting for a call to other things. Is there not a nationalized industry which would respond to his radical conviction that we need to "break out" of 1940s-style patterns of ownership and organization? Isn't there an institution on the Prime Minister's list that needs Chilver's managerial philosophy?

Mrs Thatcher's resources of personnel are surely not so deep that she can afford to leave this kindred spirit relatively underemployed.

David Walker

moreover ...
Miles Kingston

Dessert rat reporting for duty

"Good morning. I want to join the Army."

"Excellent idea. Did it myself. Unbounded opportunities. After a few years you could be doing any of a number of exciting things."

"Like running an army recruitment centre?"

"A sense of humour - that's excellent. Now, do you have any previous experience of this sort of thing?"

"What sort of thing?"

"Killing people."

"I don't want to kill people - I just want to join the Army."

"Excellent answer. Just a trick question to sort out the psychopaths. As a matter of fact, what do you want to join for? Skiing? Taverly Dressing up?"

"The food."

"Pardon?"

"The food. I've been reading through Egon Ronay's new guide, and the food in the Army sounds my sort of food. Ample, mouth-watering and professional."

"Like eating a lot, do you?"

"Yes."

"And as Egon Ronay said Army food was good, and there was no other way to sample it, I thought you'd join up, is that it?"

"Something like that."

"I see. Is there any particular Branch of the Army you would like to specialize in?"

"The desserts."

"I beg your pardon?"

"I'm a dessert man myself. Starters are rather over-rated, I always feel. I'd like to be sent somewhere where they do the desserts well. I gather the crumbles and mince pies in Germany are exceptional - in fact, the Germans do cakes and pastries pretty well themselves, so I'd like to be sent to Germany."

"Any other requests?"

"No. Unless you have anywhere that specializes in sorbets. That's all, I think."

"Good. Now, listen to me, you horrible little man, I have had a stream of people this week who think that just by joining up they can have a lifetime of stuffing themselves, and I have booted them all out of the door. So if you would care to turn round so I can apply my boot ..."

"I don't want to join up to eat, sir. I want to cook."

"I beg your pardon?"

"I have spent the last 10 years training as a chef, sir. Big hotels. They were all right, but too much discipline and pack drill. I got fed up with being shouted at. The Army sounds much more relaxed, more interested in the creative side."

"So you want to join the Army Catering Corps?"

"That's it, sir. I want to become a good Army chef, work my way up, become an officer and end up with high rank."

"Ambition, eh?"

"Actually, my ambition is to get the name of the Catering Corps changed, and I can only do that with high rank. Catering is a dirty word, sir, these days, with all those overtones of mass production. You need something more artistic."

"Like?"

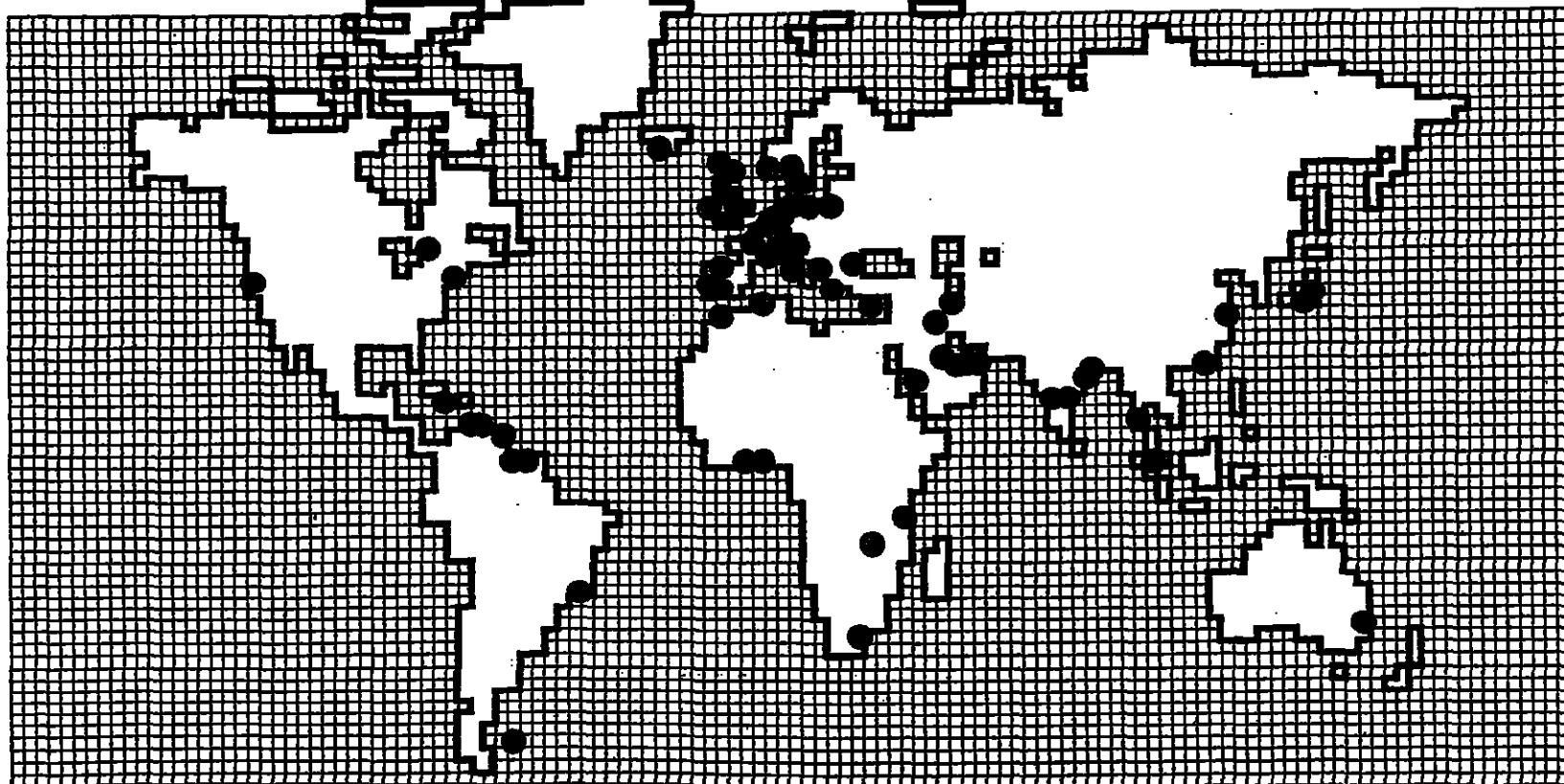
"Like the Royal Corps de Cuisine. And a nice nickname. Like The Dessert Rats."

"My dear boy, you are just the sort we are looking for. Sign here immediately."

Readers who are interested in both cooking and military matters may like to know of the special *Moreover Christmas* gift offer. This is an Italian Army Knife, specially designed with gourmet in mind. Among other things it incorporates a revolving arm for eating spaghetti, a ravioli opener (to see if there is any meat inside the ravioli), a device for making your own monogrammed pasta shapes, a thing for getting stones out of olives, another thing for getting tomato stains off shirts, a thing for getting things out of fish, and a thing which we haven't identified, but which is probably to get a cut for the Mafia. Send off now for this unique present. Alternatively, of course, join the Italian Army.

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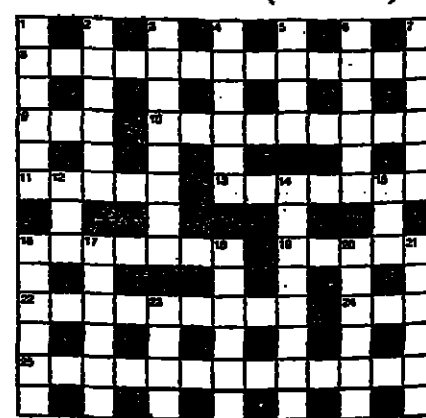
MILESTONES
IN HIS CAREER

- 1926: Born October 30.
- 1947: Bristol University, BSc.
- 1947: British Railways Engineer.
- 1950: Awarded PhD.
- 1952: Lecturer in Civil Engineering, Bristol University.
- 1958: Published *Problems in Engineering Structures*.
- 1961-68: Chadwick Professor of Civil Engineering, University College, London.
- 1967: Founded Centre for Environmental Studies.
- 1970: Vice-Chancellor Cranfield Institute of Technology.
- 1970: Director, Powell Duffryn.
- 1971: Published *Strength of Materials and Structures*.
- 1975: Director, NatWest Bank.
- 1978: Knighted.
- 1978: Chairman of review of higher education in Ulster.
- 1980: Chairman, The Post Office.
- 1980: Chairman, Electronics Economic Development Committee.
- 1982: Chairman of the Advisory Council for Applied Research and Development.
- 1982: Fellow of the Royal Society.
- 1983: Chairman Milton Keynes Development Corporation.
- 1983: Founded Institute of Information Technology, October.
- 1983: Chairman of BASE International Ltd.

CONCISE CROSSWORD (No 490)

- ACROSS
- 8 Intervening time (7,6)
 - 9 Unwell (3)
 - 10 Chatty (9)
 - 11 Scrooge (5)
 - 13 Final part (4,3)
 - 16 Ocean route (3,4)
 - 19 Deadens (5)
 - 22 Unutterable (9)
 - 24 Baroque's title (4)
 - 25 Far from tired (5,2,1,5)

- DOWN
- 1 Sister of Moses (6)
 - 2 Engraving tool (6)
 - 3 Standards (8)
 - 4 Charm (6)
 - 5 Second mark (4)
 - 6 Godlike (6)
 - 7 Number sum (6)
 - 12 Frozen water (3)
 - 14 Insulation (3)
 - 15 Cruel (3)



- 16 Disdainful (6) 20 Odd fish (6)
17 Vertices (6) 21 Wanders away (6)
18 Make protrude (6) 23 Alps wind (4)
- SOLUTION TO No 489
ACROSS: 1 Finesse 4 Biceps 7 Cony 8 Marksman 9 Dangle 13 Bee 16 Overcastive 17 Yam 19 Saneity 24 Dialogue 25 Sage 26 Decree 27 Pile up
DOWN: 1 Faci 2 Ad nauseam 3 Samba 4 Barge 5 Cash 6 Plane 10 Gases 11 Run on 12 Exist 13 Briefcase 14 Ewer 15 Pony 18 Alkie 20 Addle 21 Cheap 22 Blur 23 Dump

THE TIMES DIARY

Sins of the sons . . .

Among the NUM assets seized by sequestrators. Price Waterhouse under the High Court order is the luxurious Surrey home, with swimming pool, of Scargill's predecessor, Lord Gormley, who is now, recovering from a stroke, Gormley was given the right to live in the house in Sunbury-on-Thames for a peppercorn rent when he retired two years ago, along with a £35,000 golden handshake, a £10,000-a-year pension, and a £15,000 Daimler Sovereign. (Latest figures for 1982 show he paid £22 a year in rent). Also sequestered: "Glencraig", the house in Berkhamstead, Herts, occupied by the union's former general secretary, Lawrence Daly, and the homes of half a dozen other ex-union executives who have now been instructed to pay future rent to a firm of solicitors rather than the NUM. If Scargill persists in defying the law, the courts could eventually order Price Waterhouse to sell the properties - but any potential buyer would face taking on the lot as sitting tenants. In 1982 Scargill described Gormley's refusal to back a strike as "an act of betrayal without parallel in the history of the NUM". So his heart will hardly bleed for Gormley now.

● Robert Maxwell's mercy dash to Ethiopia has earned him a new nickname: Citizen Grain.

Safety zone

Tam Dalyell rang me hurt to the quick yesterday by jibes that after boring everyone to distraction over the Belgrano he couldn't be bothered to witness Michael Heseltine being grilled before the Commons' foreign affairs committee. He had a prior engagement at Bath University, and as his leader told Scargill, one can't just break diary dates willy nilly. Just the sort of form one expects from an Etonian.

Mates

Have students no respect for their elders any more? Those at Brasenose College, Oxford, have voted to ignore an instruction issued by the college authorities that college servants should address undergraduates not by their Christian names, but by "Sir" or "Miss".

Look 'ere

For an agonising few minutes, Tory peer Lord Hanson thought he would have to appear at his first opening of Parliament this week in vest and socks. On turning up to be robed, outfitters Ede and Ravenscroft insisted there was no trace of his gowns. "But I ordered them weeks ago," his Lordship replied. Finally, it emerged, they were checking the list under "A". The good baron is a Yorkshireman.

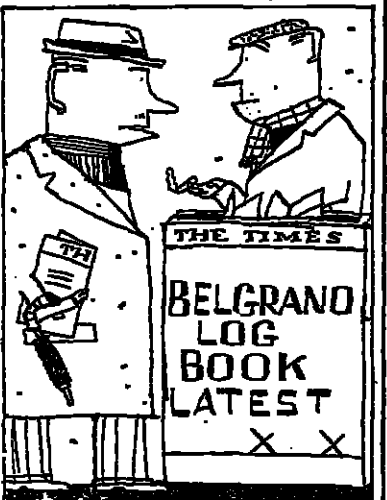
Watch it

A couple buying a combined entry ticket to the National Maritime Museum and Royal Observatory at Greenwich at 11 minutes past three the other day were issued with a ticket stamped "16:11". The world's time-keepers had forgotten to readjust to GMT.

Cold feet

Democracy has been temporarily suspended in the left-wing Campaign for Labour Party Democracy. Its AGM, scheduled for January and constitutionally required to be held before March 1, has been postponed - along with executive elections. The reason? If the miners' strike continues, the hall may not be heated, says CLPD secretary Vladimir Derringer. "We've had that experience in the past and don't want to inflict it on our members again." He also experienced, in 1983, an unusual attempt to file CLPD officers by rank and file members.

BARRY FANTONI



Sinking feeling

Alexander Haig risks being well and truly embroiled in what he calls "Mrs Thatcher's dilemma" if he accepts an invitation to give evidence on the Belgrano affair to the Commons foreign affairs committee. Britain's former ambassador in Peru, Charles Wallace - the man who Haig claims was present while the Peruvian peace plans were being negotiated in Lima - has agreed to give evidence before the committee next Wednesday.

The Foreign Office insist Wallace - now Our Man in Uruguay - was not. Whether either man is prepared to risk a confrontation remains to be seen. Meanwhile I also learn the committee has agreed to call Sir John Nott, but is now investigating whether, as a former minister, he is entitled to decline.

PHS

Bernard Levin: the way we live now

Summer breeze - but an icy blast to the TUC

incredible: both the ACTT and ASTMS will almost certainly soon cease to have a political fund which to support the Labour Party. These unions are led by men of the left, of the fellow-travelling left in the case of the former, of what might be called the eccentric left in the case of the latter. But both of them have been so firmly in the Labour camp for so long that it seemed as though nothing but an earthquake would shift any part of their political allegiance.

Nor would it but the earthquake has taken place in the form of the legislation obliging unions to ballot their members on the very existence of a political fund used for party purposes; ASTMS already has a majority of its members willing to go through the cumbersome contracting-out method of refusing to pay the political levy, and the ACTT's silent majority are very likely to follow Mr Jenkins's lot and vote against such a fund. It is, I suppose, possible that either or both of these unions will, at least for a time, refuse to hold the required ballot; it will not take long, if they do, before there is a huge expansion in the cream-bun manufacturing industry (very welcome in the fight to reduce unemployment), based on the massively increased demand for its products from the lawyers engaged in the litigation involved.

For this last too, allows for injunctions and mandamus and certiorari and other furry little creatures, and there will be no lack of volunteers willing to go to court to get them.

Much of the new legislation gives a right of access to the courts not only for employers but for employees also; faced, for instance, with a backbench revolt, Mr King went some way towards the individual postal ballot of union

members by allowing members dissatisfied with the workplace ballot to go to law for an order directing the union to hold one, and I have no doubt that there will be union members (shown the way by the courage of the miners who took Mr Scargill to court) who will avail themselves of the right.

The fact that a majority of trade union members at the last general election did not vote Labour would have woken the dead (or a fox from his lair) in the morning, but the general council of the TUC, dead and blind and comatose, took no notice (nor did the Labour Party, for that matter), and has proceeded, despite Mr Murray's brief flirtation with common sense, to behave as though nothing untoward had happened. But something quite extraordinary, unprecedented and very untoward indeed has happened: the unionized members of the working classes have been given the power to defy the hitherto implacable determination of their leaders to keep them poor. Whence this resolve came in the first place I have never been able to determine. At times, it had seemed (could there be a better example than the miners' strike?) as though the workers longed to stay in their ghettos of inferior housing, inferior clothing, inferior education, inferior holidays, inferior lives. I have repeatedly argued that that apparent longing is an optical illusion, for it is not the workers who want to stay submerged, who want their firms to do badly to spite the bosses even though they are spitting themselves even more - it is their union leaders. The real power of the trade unions has not for a long time (if ever) been over the employers; it has been over the union members, and the power, as I say, has been used solely to stop them getting ideas - let alone furniture, above their station.

No doubt the Tories introduced their employment legislation because they believe that the more fixed wealth a family has, in the form of a house, an investment, a private insurance policy, the less inclined the members of the family will be to vote Conservative either. But the wealth with which a house or a packet of shares in British Telecom may be acquired is far more easily within reach of the mass of working people if they are set free to earn as much as their best efforts can bring them. And it is the restrictions on such efforts, imposed by union leaders, which the Tories' employment legislation (and its income-tax policy, too) is designed ultimately to sweep away.

That will not happen very quickly. First the machinery of the new laws will be used to stop industrial action unwanted by the union members - for industrial action, after all, inevitably means loss of earnings; gradually the horizons will broaden. Poor Anthony Eden was much ridiculed for saying that his vision for Britain was "a property-owning democracy", and since it was the only thing he ever said that anybody has ever remembered, the derision was doubly unkind. But he had got hold of a great truth, for all that.

A lumpenproletariat is essential to the dreams of the fascist left; helots may be manipulated far more easily than freemen. (Local councils who will not allow their tenants to paint their front doors an unauthorized colour provide one of the two perfect symbols of this fact.) But I believe that the future will see a greatly accelerated development of something that has already been happening for a long time in Britain: the dissolution of the lumpenproletariat and the rise of the manual-labour middle-class. (The other perfect symbol is the fanatic's foaming hatred of the very concept of a middle-class - a hatred correctly conceived, for its growth means death to their hopes.)

And so, despite all the gloomy predictions of ruin or at least further decline, I remain optimistic. The present government's employment and union legislation will not in itself turn this country into Paradise. But it will give not only hope but weapons to those struggling to make it at any rate a better place to live in. Hard! Was that not the sound of a swallow?

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John Carlin on the Sandinistas' failure to face reality

Kids who just won't grow up

San Salvador
In the aftermath of the election, and amid the row over the Soviet MiGs, the Sandinistas retain their grip on Nicaragua after five years in power. But their efforts to construct a socialist state in the United States "backyard" still look daily more frenzied, and the possible effects increasingly dangerous.

History is proving one of the Sandinistas' great martyr-heroes to have been an enlightened prophet. Carlos Fonseca, a guerrilla commander killed in 1976, once observed that his countrymen could carry out insurrections but knew little about revolution.

The Sandinistas say they are trying to consolidate their revolution, but in fact it is being undermined. Politically - not least after the controversial election - the Sandinistas are losing credibility. Militarily, the threat from the American-backed "contra" insurgents is growing stronger.

The United States, which could have been appeased, has been antagonized. The Roman Catholic Church, to which nearly all of Nicaragua's three million inhabitants belong, has been turned into an implacable enemy. Many who were once enthusiastic Sandinista supporters have become disenchanted, and foreign allies exasperated.

El Salvador's left-wing rebels find it hard to disguise their scorn for the Nicaraguans whom President Reagan maintains are their chief line of support. Privately, leaders of the Farabundo Martí National Liberation Front (FMLN) have expressed dismay at the Sandinistas' apparent incapacity to grasp that *realpolitik* concessions must be made in the short term - especially to the United States - if long-term goals are to be achieved.

According to some sources in Managua the Cubans, who have provided assistance both military and social, perceive the nine-man revolutionary junta as its own worst enemy.

The fact is that, as Fonseca indicated, the Sandinistas are more rebels than revolutionaries. They possess an iconoclastic instinct but lack the qualities necessary to govern a nation. They say they administer the Soviet bloc, but they lack the patient, strategic habit of mind. "We are romantics, we are dreamers," says Omar Cabezas, guerrilla leader turned



Vote Sandinista: but where is the country going?

Sandinista ideologue. "You have to dream. If not you kill the revolution."

Rafael Somarriba is a Nicaraguan who was one of the architects of the Cuban revolution in the early 1960s. Contrary to Cabezas, he believes it is precisely the Sandinistas' naive romanticism that will be the death of their revolution.

For a time, Somarriba was Che Guevara's private secretary, and took up arms against Somoza in the 1940s and '50s, before most of the present Sandinista faithful had been born. His feelings about their leadership have evolved since the Somoza overthrow in 1979 from open sympathy, to contempt, to despair.

Like the Sandinistas he believes that an American invasion is, sooner or later, inevitable. Unlike them, he thinks such an apparently inexorable course of events could have been avoided, "were it not for the

Sandinistas' adolescent urge to kick out at any and every image of authority."

Not content with defeating Somoza, the Sandinistas have sought new worlds to conquer. Close at hand they have found the United States and the Roman Catholic establishment. "Even Hitler had the good political sense not to offend the Vatican," says Somarriba, who identifies the Sandinistas' treatment of the church as the crucial blunder in their failure to cement the revolution, sowing instead internal discontent.

On his Central American tour last year, the Pope gave an open air mass in Managua. During the mass crowds of young Sandinistas, orchestrated by party leaders, jeered and chanted revolutionary slogans, drowning out his words. The Pope left Nicaragua in a rage.

A few days before the Pope arrived in Managua, the Sandinistas

discovered that the Catholic Church's principal spokesman, Father Bismarck Carvalho, was having an affair. A group belonging to the official "Sandinista Youth" movement went to the woman's house at night and pulled a naked Carvalho out into the street. Then, waiting for him, were photographers from the official government newspaper, and the story was front page news the next day.

"Franksterism," says a European diplomat in Managua, "appears to be part of the political code of conduct here." This is consistent with the Sandinistas' electoral platform. "Being young," it reads, "was the most dangerous crime of all under Somoza... it was 'the kids' who disposed the dictator and who today bear the conscience and the spirit change."

Half of Nicaragua's population is under 18 years of age, and sixteen-year-olds were given the vote for Sunday's election. It is they who have set the political tone.

Somarriba believes the Sandinistas should act with more deference. By refusing to accept, with at least a politic show of meekness, the inescapable truth that the United States is the chief determinant of political events in Central America, he believes, the Sandinistas are simply bringing forward the day when the Nicaraguan sky will be darkened with American warplanes.

Jorge Cano is a lieutenant in the 40,000-strong Sandinista Popular Army who fought for two years with the guerrilla Sandinista National Liberation Front before it became the government. "If the Americans invade," he says, "all three million of us Nicaraguans will take up arms and give every last drop of blood to defend our sovereignty. My wife, my children, my mother, we'll all die if need be if that's the only way to reach peace." The same words you hear soldiers and reservists say up and down the country.

Impeded from laying the foundations for society by their own absolute terms, the Sandinistas are preparing instead to dig their own graves. But it may not be just their own. Balancing on a knife edge may be admirable in an individual, but is questionable in the rulers of a nation like Nicaragua, the potential epicentre of a war whose toll in human suffering could far surpass the horrors the region has grown accustomed to in recent years.

you are engaged in the quest. Often you give up, and do what you should have done in the first place: when in doubt in writing, simplify, dear boy.

The only rival to Collins in the field of thesaurus arranged alphabetically is Rodale's *Synonym Finder*, which is bigger, but is an American publication, and therefore gives slightly different connotations, nuances, and frequencies for some words. Welcome aboard the word-ship, Collins *Thesaurus*. We must use you carefully, like a sharp shooter's rifle, to hit the precise *mat juste*, not as a machine gun to spray our prose with elegant variation and puerility. There are no exact synonyms in English. London pride and *Saxifraga umbrosa* are the same pretty little plant, but the words have quite different uses and connotations. Undernourishment is not quite the same thing as malnutrition. Used judiciously and parsimoniously a thesaurus can make you more articulate, fluent, graceful, graceful, moving, persuasive, silver-tongued, stirring, well-expressed. At any rate it may prevent you going bananas trying to remember the *mat juste* on the tip of your tongue.

Rivalling Roget

New words and new meanings, by Philip Howard

of the undergrowth of my subconscious, and I can pounce. But sometimes it does not emerge or comes too late after the piece is away, or in the middle of the night, when it would be more fun to be sleeping. For this perplexity, we have the thesaurus.

There is a euphemism for you. Thesaurus is the Latin for a treasure or treasury, as in *Horace, Odes III, 24*: "Richer than the intact thesaurus of the Arabs." What a thesaurus means in modern English is a book arranged in alphabetical order, in subject, especially a book of words grouped according to their meaning. When stuck for a word, you grab a thesaurus and inspect the field. A more straightforward name for the thing is a word-finder. But we feel a bit shy about using it, since it announces bluntly that we have failed; that our vocabulary is not as well endowed as Dr Johnson's or

Bertie Russell's, and that we are having to cheat by looking it up.

The ingenious house of Collins has just published its first *Thesaurus*, subtitled down-pipe, "A Creative A-Z Wordfinder in Dictionary Form." The string lies in the tail of the subtitle, "in Dictionary Form." The principal rival is, of course, dear old Roget, first published in 1852, and frequently republished in both the United Kingdom and the United States, most recently in 1982 in this country. And the delightful but dotty eccentricity of Roget is that it is arranged not alphabetically, in dictionary form, but in sections measured to man with such marvellous titles as "Conditional social volition." To find a word in Roget, you first have to look in the index, select the meaning that comes closest to what you are looking for, and then plunge into the sections. It is as much fun as hunting the Snark. Often the word comes to you while

Ronald Butt

Bring coal in from the cold

It is now the common political opinion that Mr Ian MacGregor, the coal board's chairman, has handled the strike in the coalfields ineptly and has been maladroit in his responses to Mr Scargill's manoeuvres. This view has been solidified by Mr MacGregor's errors in public relations last week after the revelations of Mr Scargill's contacts with Colonel Gaddafi's Libya.

Yet that was simply the culmination of weeks of criticism of Mr MacGregor's management and public relations techniques by politicians. Taciturn and somewhat shy, he has been no match for Mr Scargill as a political communicator. Although all the flexibility has come from the coal board and none from Mr Scargill, Mr MacGregor has often wrongly given the impression that obduracy was as much his personal characteristic as it is the bedrock of Mr Scargill's strategy. Ministers have not disguised their anxieties though they are adamant that Mr MacGregor must be sustained in his office until the dispute is over.

Mr MacGregor was given the job to shift the coal industry from unprofitability towards profitability, with the government (as the industry's banker-cum-shareholder) setting the financial framework for his operations. He was to work against the same broad criteria as those by which a private sector industrialist must function, though he was given much more time and financial support. The government then stood back and let him get on with it.

Indeed, Mrs Thatcher was so intent on leaving him to manage and on establishing this as a purely industrial dispute that she did not even speak to him for 11 months after his appointment. Not until last July, when the strike was more than four months old did she get in touch with him, and then only by telephone. It is arguable that he was left on his own far too long after the nakedly political nature of the strike had become apparent, and that the Prime Minister should have intervened sooner to tell the nation what the real issues were. But Mrs Thatcher has a reason. She was making a gallant effort, perhaps the last of its sort we shall see, to revive the Morrisonian principle by which responsibility for managing state-owned industries is kept at arm's length from Whitehall.

Yet the ultimate power in a nationalized industry is with the ministers who determine its financial resources but who are not themselves answerable to Parliament about why the trains do not run on time, or why standards generally are poor. State industry chairmen and boards are masters in their own houses. They are required to act as industrialists, but to do so in a situation which has been politicized because it is a government which lays down the conditions that determine their actions. They thus become political Aunt Sallies, vulnerable to a politician of Mr Scargill's calibre but without the professional qualifications to deal with him.

Yet Mr Scargill can only succeed as he does because he operates in a state-owned industry in which he can make politics his terms of reference. As a union leader in a private industry, he would have got nowhere. As for Mr MacGregor, if he were judged by the same criteria as private sector industrialists, there is not the slightest reason to suppose that he would fail the test. If the principal criterion is a rational

understanding of the industry and its needs, there is certainly no case against him. If, however, the criterion is an ability to handle a political attack, I suspect that few private industrialists would do better.

They have neither the experience nor skill to deal with political opposition. Their pronouncements on political matters usually underestimate the complexity and strength of the pressures politicians face every day. That is why industrialists tend to prescribe simple but politically impossible, if not naive, solutions. Their own sole overriding master, if businesses and jobs are to survive, is the balance sheet.

Likewise, no union dare self-destructively force a private sector company to risk bankruptcy since there is (usually) no public sector rescue money available. But that is precisely what a union can do in the politicized public sector. That is why political skills have been required of Mr MacGregor which have no connexion with industrial competence.

The only logical way of depoliticizing the coal mines is to split the industry up and denationalize it by giving it to the miners to own collectively. In the now profitable area that is certainly feasible, and it could be done by stages, with the government keeping control only of those parts which for the time being have to be sustained by subsidy. But the management problems revealed by this particular strike have a wider interest.

How far is the arm's length principle now generally sustainable in the state industries? Should those which cannot be privatized, but which are still dependent for finance on political decisions, be made the direct responsibility of a minister answerable to Parliament? (The proposed Bill to give ministers more control over the state industries, which has now been shelved, would not save met this question.) To this it may be objected that it would mean a return to the Postmaster-General principle now abandoned. It could also be argued that in logic profitable state industries should be still run independently of ministers, and only those which are dependent on the public purse be brought closer to Whitehall, and to Parliament.

But if a state industry can be run profitably, what is the point of having it run by the state at all? Is it even necessary for public utilities to be state-owned, provided the consumer interest is adequately protected against monopoly (and privatized British Telecom should give guidance on that)? Does it make sense for gas prices to be determined by a fight between the Treasury and the Department of Energy?

The real case for public ownership is, presumably, where by political decision, services are to be kept going (like some railway lines) for social purposes (the British Rail accounting separates the profit-making from the social element). But where Parliament pays the bill, should not a minister be as answerable about the failure of the trains to run on time as for a scandal in the health service?

These are questions to which there are no quick answers. But that is no reason for not asking them. On the contrary, some new thinking is badly needed. Mr MacGregor's experience is a graphic illustration of the truth that politics and business mix very badly. We should not rest content with observing that fact but should do something about it.

Paul Jemings

A patriot for mi mi mi

Many people reading the recent news story about the release of the 1936 Home Office papers dealing with the Abdication crisis must surely have had their doubts that the crowds in Downing Street, with which those Scotland Yard detectives mingled, really were singing "patriotic songs."

What patriotic songs? Even today, when the Last Prom has brought a kind of jolly revivalism, they have to print the words of "Land of Hope and Glory" in the programme. Up-and-at-em songs have long since gone out of popular musical currency, in major western countries at any rate.

Nowadays you have to go to the concert platform for real blood and thunder. A lot of it seems to be Russian. For weeks in the Philharmonia we worked at a syllable-by-syllable transfiguration, from a score, with only German and Cyrillic words, of Prokofiev's *Alexander Nevsky*, and found when we got the programmes on the night of the concert that we were singing, among other sentiments

O how we fought, how we routed them
We smashed their warships to kindling
Our red blood flowed freely in the fight
For our great Russian motherland
Where our axes swung emerged an open street
Our spears thrust a lane through their ranks, etc.

And indeed even in the peaceful bits of Shostakovich's 13th Symphony (words by Yevushenko), we were singing that Russian women were - well, kind of nubile than other women, even when just shopping: "One in a shawl, one in a scarf, as if intent on some heroic mission, into the store, one after another, wordless, the women come, with the clanking of cans, the clinking of bottles. They smell of onions, cucumbers, and Kabul sauce. I freeze as I stand in the long

queue, but the nearer to the cashier the warmer it gets, from the breath of the many women. These benevolent-gods stand silently as they finger their hard-earned money, Russia's women: our honour and judgment... etc."

Harder to get Kabul sauce in those days, I dare say. But it's easier to sing this kind of thing in a foreign language than this, for instance, in English: "Coronation Ode"
Ten shall the eye flash fire, and the valorous heart glow light, Under the drifting smoke, and the scream of the flying shell, when the hillside hisses with death, and never a foe in sight.

(Where were they, then?) Words by A.C. Benson (who in fact wrote the words of "Land of Hope and Glory") I bet he never heard a flying shell. Falling about, the women of the chorus were, when the basses and tenors started on that, although Elgar's wonderful setting, as usual, made it terrific in the end. In any use the top nation of the future (if there is one) will, as all acknowledge, be the one that has the best scientists rather than the best soldiers. Perhaps there could be a patriotic song celebrating the Atomic Weapons Research Establishment, to the tune of "The British Grenadiers".

Some talk of Albert Einstein. His MC-squareds and Es. Planck's Quantum they might c'n define -
We scorn such tricks as these. For science's great heroes For a science's great degree With a tow row row row row row As the A.D. Double U. R. E.
Lord Rutherford was British He split the atom first. His lab it was the Cavendish That sired the nuclear burst; With Cockcroft and with Penny We caused this thing to be With a tow row row row row row For the A.D. Double U. R. E. etc.
I don't think it would catch on though. Unless of course there was a concert version.

مكتبات الامم المتحدة



FOUR MORE YEARS

In their tens of millions the American people have spoken. In the modern history of the United States no President has attracted an endorsement so general, so complete, so unequivocal as that given to Mr Reagan for his second term. He is certainly the most underrated politician of the century. How else can one explain the persistent refusal of commentators and analysts — the deities of the diplomatic, academic and journalistic world — to face up to the profound movement of opinion in American society which has now twice expressed itself so clearly in choosing Ronald Reagan for President?

One has to start with the Goldwater defeat of 1964. It seemed the (as it seemed in Britain at the start of the first Wilson government) that conservatism was no longer of contemporary political significance. The Great Society of President Johnson and the bumbling corporatism of the Wilson years persisted in their effects throughout the '70s, since neither the Nixon nor the Heath episodes challenged, or were intended to challenge the view that conservatism was a defunct political philosophy. Reaction against these policies must have started by 1976, but only in a slowly seismic way deep in the public consciousness.

It can now be seen that President Reagan and Mrs Thatcher in Britain, both with a double endorsement from their electorates, were always more in touch with the national mood of their countries than one would suppose from reading fashionable commentaries. From soon after 1964, Mr Reagan set out to bring conservatism back into mainstream American politics by expressing his values in a way which appealed to most Americans, not simply those who thought of themselves as conservatives. It is a measure not just of his tenacity but of the underlying popularity of his message that he has prevailed against the cumulative dismissiveness of the sophisticates.

The *Economist*, for instance, in 1965 described Mr Reagan as "Almost the one Republican" whom the Democratic governor of California could reasonably hope to beat. Governor Reagan subsequently served for two terms. In 1980 *The Economist* again reacted to his candidature by saying "Democrats could scarcely have wished for an easier opponent if they had picked him themselves". Columnists referred frequently to his "Neanderthal ideology"; the prospect of a Reagan Presidency was described as unthinkable.

After his victory in 1980, Mr James Reston, doyen of East Coast commentators, said it had left the United States "with a one term President, without fear he will try for another". The *New York Times*, he contended, had further deepened the country's divisions. The *New York Times* decided that the American people had recoiled "all year from having to vote for Mr Reagan, only doing so because the Carter alternative was so awful. That newspaper has witnessed a different kind of recoil in 1984.

To recall these misjudgments is not simply to score debating points but to point out the effects on received European opinion of the very profound misreporting by the East Coast press, which has distorted the true condition of contemporary American politics. The phenomenon of Mr Reagan has been held up repeatedly as some kind of aberration in the world, from which all right-thinking people would dissociate themselves. The same people have persistently denied that Mr Reagan represents real American public opinion. They have argued that his policies, and the clear grand themes which he prefers to enunciate as the philosophical background to those policies, can be ridiculed and discounted.

It is important to be aware of this distortion, arising out of such hostility to Mr Reagan, in order to avoid under-estimating his political strength when assessing the likely consequences of his victory for a second term. Those consequences could be considerable both for domestic American reasons, within the alliance and in the possible policy of American foreign policy initiatives elsewhere in the world, on East-West questions, the Middle East and Central America: issues to which we will return.

Mr Reagan has a mandate. It is a general mandate, and cannot be defined solely through the small print of campaigning statements. To argue otherwise would be to assume that the political memory is wiped clean at the start of each election campaign. In fact the memory of the first Reagan Presidency shows how quickly in domestic affairs his authority to push legislation through Congress seemed to be dissipated, and how he thus lost momentum after 1981.

Domestically that could mean we will witness early pressure for more conservative legislation. That will crucially depend on some key appointments about which the President has said very little before the votes were counted. Washington may have

been alive with gossip, but nobody on polling day could predict who President Reagan will choose to carry through his second term programme. One of his defects has been an inability to follow through with his declared policies, often caused by inadequate appointments or just the sheer paucity of experienced conservatives to oil the wheels of Washington. After four years in power there should now be more capable people from lower levels of the previous Administration.

The President need not bother now about the next election, and so should feel free to push through policies to cut government spending and reduce subsidies for businessmen and the better off; but weighed against that must be the fact of Mr Reagan's age. It would not be surprising if, in domestic terms at least, once he had encountered congressional obstruction in mid-term, he settled back with the memory of yesterday's ringing endorsement to carry him through to the end of a glorious presidency. As one of his conservative supporters has remarked: "He has the toughest job in the world and has handled it with amazing grace". He will always be able to do that, even when confronted with the eternal difficulties of congressional checks and balances. Certainly his principal domestic failure in his first term was an inability to stop the growth of public spending. Can he now mobilize nationwide support for hard-headed budget cuts without fearing the subsequent electoral consequences of offending every interest group? The congressional arithmetic is not necessarily bound to be against him; and he works his congressional alliances more thoroughly than his friendly image suggests.

Details apart, the important point about President Reagan's victory is that he will now operate for some time with the massive authority of such a successful election behind him. That will reinforce his position when dealing with the other functional elements within the American system. It will revive the spirit of the Alliance with governments of the right in London and Bonn and a robustly committed viewpoint in Paris. It will command the respect of adversaries or potential adversaries elsewhere in the world. If one looks back to the dim legacy of the Carter years, one can see the measure of President Reagan's achievement to have restored the power and authority of the United States. One can also see the opportunity which now awaits him.

will equally inevitably be politically damaging. This year's Star Chamber has not proved to be as effective as the numbers game. What is more serious is the fact that it can never hope to be efficient in the allocation of resources without a solid foundation of comparative information. This requires the setting-up within government of some central unit specifically concerned with evaluating the functions of government right across departmental boundaries. There are obvious, immediate examples of the need for this. Social security, which accounts for a quarter of all public spending, is currently being examined by its own department — a review in isolation which makes no sense, and is likely to result in tinkering adjustments rather than radical reform. This does not imply the setting-up of a new department of government, which would simply become a new adversary for the Treasury. The proper place to locate this function is within the Treasury itself. Since it should be concerned specifically with cross-department reviews of the impact of public spending (and, incidentally, of taxation), it would still leave a distinct role to the traditional fiefdoms of public services, the major spending departments. But it would provide some core of central judgment, some reasoned ordering of economic and social priorities. This could do much to supersede the annual expenditure trial by conflict, whose latest verdict we are about to receive.

STAR CHAMBER WARS

No spending minister has resigned; no central tenet of Government economic strategy has been violated in this year's public expenditure tussle. Very shortly the Chancellor will announce, in his "Autumn Statement", his successful reconciliation of Treasury targets with departmental plans. But the process has once more demonstrated the central weakness in the Government's method of managing its substantial share of British resources.

Ever since public expenditure shot up during the Heath Government in the early 1970s, successive governments have struggled to develop, within the Treasury, an effective set of financial controls. Labour's introduction of cash limits, the Conservatives rate-capping rules; in this sense, these are beads on the same wire. But there has, unfortunately, been no parallel thread of development in the system for planning public expenditure.

Public expenditure is managed by institutional conflict: the Treasury sees its job as defending the purse-strings, departments see their jobs as defending public programmes, and the supposition is that pitting these adversaries against each other will, as in court, lead to the correct verdict. Thus the planning of public expenditure, in the sense of allocating resources to precise objectives, is left to departments. The Treasury can force them to make choices by limiting their spending power, but remains at arm's length from the choices they make.

This antique, and typically

British, tradition, was reinforced by the belief that a sense of detachment was essential to the painful business of making the public sector leaner and more efficient. Only by forcing departments to take their own difficult decisions, the Thatcher Government believed, could they be squeezed into a search for higher productivity. But this did not answer the question of how much each department should be squeezed.

The Government is attempting to hold public spending at a standstill. Even this seemingly modest objective is necessarily complicated by the fact that some elements within the total have to rise; and the Treasury cannot make precise long-term forecasts of these upward pressures. So in the run-up to each financial year it is necessarily involved in trying to cut back other programmes to preserve the total.

The buck is passed to a bunch of senior ministers, ill-equipped for the task. These luckless "Star Chambers" have no basis of comparison of the economic or social merits of the output of different departments, because there is no part of government whose task it is to provide such an evaluation. Star Chambers have to base their judgments on political instinct (which cuts will create the most public noise?) and attitudes to their colleagues (which spending ministers will create "the most public trouble?").

The outcome of such battles will inevitably depend on the relative weight of the politicians involved; and the public ventilation of their power struggles

and protracted engineering development. This development is not confined to the product itself, but extends to the methods of manufacture, and it requires a great deal of trained engineering manpower at all levels. It requires a plentiful supply of engineering graduates and skilled technicians, plus an educated, disciplined and motivated workforce.

The plain fact is that we simply do not possess sufficient trained manpower to compete with the Japanese on these terms. The Japanese turn out about five times as many engineers at graduate level per head of population as we do, while the

great majority of their school children receive secondary education up to the age of 18. In short they have, arguably, the best educated workforce on earth. We have an excellent creative and innovative record, but we have failed conspicuously to benefit from many of our ideas. While we continue to regard engineering and manufacturing industry as second-class industries we shall get what we deserve — second-class results. Yours faithfully, RUSSELL A. LEATHER, Meadowland, Isle Road, Perth, October 23.

Cri de coeur from the shipyards

From Mr Henry Thetwell

Sir, I am 49, have had asbestosis diagnosed, but am trying to keep my job at the Cammell Laird shipyard in Birkenhead for at least the useful life left in me. Each day I go through picket lines to there is much abuse with the fear that there is no way any of us has a chance of saving our jobs.

None of us wants to be identified with the pickets who have given Merseyside a bad reputation, but there is a deep feeling of resentment building up against the possibility of total closure. If this happens, then I and many of my colleagues will be embittered to the extent that, however irrational it may be, we will probably swing over to the views of those who have helped destroy our jobs by their disruptive actions.

My time on earth may be limited but my fervent wish is to have the dignity of working whilst I can to support my wife and family. My work colleagues and I ask the Government to give this very skilled workforce a last chance with a good shipbuilding order.

Surely we have now proved that the majority of us are not militant and only wish to restore our previous enviable reputation as one of the finest yards in the world. The gamble could be well worth the risk in achieving the retention of a skilled workforce and at the same time creating some confidence that determined endeavour to retain one's job can be done without industrial action.

Yours faithfully, H. THETWELL, 86 Manor Drive, Upton, Birkenhead, Merseyside, November 6.

If the lights go out

From Mr Alex Henney

Sir, Three pages after your feature article, "Why the lights could still go out" (October 29), you carried a full-page Government advertisement (paid for by taxpayers) showing that over a decade our energy efficiency had not improved by as much as by our major competitors.

Elsewhere in the media, in support of the chairman of the Electricity Council's facile claim "that it is in the interests of the nation that electricity sales should increase", the electricity industry is spending millions of pounds on advertising (paid for by consumers, many of whom are taxpayers) to persuade us to use more electricity.

In the US, electricity and gas companies' promotional advertising at the consumers' expense is forbidden by law and utilities are required by law and by regulation to help customers conserve power. The Energy Committee has recommended that our power utilities have a statutory duty imposed on them to promote conservation.

The Government has done nothing. If the lights go out sooner than we expect, this will be a significant share of the responsibility, as it already does for our poor record in improving energy efficiency. Yours sincerely, ALEX HENNEY, 138 Swains Lane, Highgate, N6, October 30.

Sauce of learning

From Mr Adrian Room

Sir, I was very interested to read the letter from Mr E. H. Moore (November 2) regarding the origin of the name of HP Sauce, since, when I was researching this name for my book, *Dictionary of Trade Name Origins* (Routledge, 1982), I was informed in a letter from the Group Product Manager (Sauces) of Smeley-HP Foods Ltd that, alas, there was no firm evidence that the initials did actually stand originally for "Houses of Parliament".

Company records show that a Mr Sampson and a Mr Moore (no doubt Mr E. H. Moore's grandfather, whom he mentions) first started to make HP Sauce in Birmingham in the 1870s, having purchased the name from a Mr Garton in Nottingham. The latter was marketing the product then as "Garton's 'HP' Sauce", although there is nothing to indicate why he chose this particular name.

The name was first registered in the *Trade Marks Journal* of May 22, 1912, by "Edwin Sampson Moore, trading as The Midland Vinegar Company, The Trade Mark Vinegar Company, and as F. G. Garton & Co. The company was then based at Aston Cross, near Tewkesbury, where it traded as "vinegar brewer and sauce and pickle manufacturer". Yours faithfully, ADRIAN ROOM, 173 The Causeway, Petersfield, Hampshire, November 2.

In the name of charity

From Mr Colin Hughes Davies

Sir, Mr Nicholas Hinton, Director of the National Council for Voluntary Organizations (November 1), was right to draw your attention to the need for a review of the administration of charity law, and particularly by the Charity Commissioners in the exercise of their quasi-judicial functions. In the light of the Brighton committee report, published last month (your leading article, October 19), he suggests that a suitors' fund be established to finance key test cases, an idea that will find much support from national charitable organizations.

What better organization exists to found and operate such a scheme than his own? It would have the benefit of independence from the state sector, could be implemented

LETTERS TO THE EDITOR

Keeping a foot in the door at Unesco

From Professor Malcolm Skilbeck

Sir, Your leader proposing withdrawal from Unesco (November 5) makes two assertions which could equally well support continued membership and a renewed commitment to reform.

If what is required is a period of reflection on Unesco's essential purposes, it is implausible to suggest that this will be better achieved from outside than by staying in. As a result of timely interventions earlier this year and a lengthy period of debate, the British Government is well placed to follow up its criticisms and proposals by a strong declaration of support for changes now in the pipeline. Its voice from outside the organization will be heeded by no one.

Your second point, that reform is not possible, repeats the manifestly false argument advanced by the Americans a year ago. Apart from the very real achievements of Unesco, which you chose to ignore, you might have mentioned the substantial reform programme now in progress, in which Britain has played a significant part.

Vague references to Western norms and liberal values are no substitute for concrete appraisal of the structural changes now under way and a just assessment of what Unesco's programmes have achieved in many different spheres of science, education and culture. This is not to deny its mistakes and weaknesses, but let us keep a sense of proportion over those.

The real reason for Britain's difficulties with Unesco lies less in the shortcomings of the organization than in the neglect by successive governments of opportunities to participate and collaborate and the reluctance of many people to accept that the international world is very different from what it was in 1945.

Both the constitution and operation of Unesco still work substantially to the advantage of Western interests and if the US Administration is too shortsighted or politically misguided to see this, that is no reason for Britain to follow suit.

It is sheer defeatism even to consider withdrawal when all that is required is a determination to get into the heart of the action as an equal partner and to press ahead with the present successful reform programme. Britain has more to gain diplomatically, economically, scientifically, and culturally by staying in than by following your advice, which is tantamount to sounding a feeble retreat.

Yours faithfully, MALCOLM SKILBECK, Chairman, World Education Fellowship, Curriculum Studies Department, University of London Institute of Education, 20 Bedford Way, WC1, November 6.

Famine in Ethiopia

From Mr Peter Cutler and Dr Frances d'Souza

Sir, We were very interested to read Lord Cameron and Mr Hanning's remarks (November 1) on the need for a means of famine forecasting. As we are working on this subject and predicted and documented the worsening situation in Ethiopia in January this year, we wholeheartedly endorse their comments.

However, we wonder whether the United Nations agencies, individually or collectively, are capable of carrying out this task. Despite their access to satellite imagery and their network of in-country offices with a wealth of statistics, the UN does not have much advance idea of where the potentially worst-affected people are and when they are likely to starve.

This happens because most UN agency personnel do not have a clearly defined model of events leading to famine, relying instead on crude estimates of food availability based on aggregate data. The UN as a whole has yet to be convinced of the reliability of local pre-famine indicators reflecting abnormal social and economic behaviour, despite the successful use of the latter as long as a century ago in British India, and despite their established predictive value today. Neither does the UN risk offending its host country governments, waiting for official declarations of emergency before acting.

Clearly an independent body is required to take the lead in this matter. We would like to respectfully point out that we have both the means and a track record in famine prediction. However, it seems that the international community is

unwilling to invest on a sufficient scale in prevention rather than cure. Perhaps the spreading famine in sub-Saharan Africa will encourage policy decision-makers to think further ahead. Yours faithfully, PETER CUTLER, FRANCES D'SOUZA, Food Emergencies Research Unit, London School of Hygiene and Tropical Medicine, Keppel Street, WC1.

Religious instruction

From Mr Leslie Pringle

Sir, I found your leader on RE (October 31) some 15 years out of date. In my experience few subjects have been more thoroughly and critically examined.

Religious education now explores the phenomenon of religion openly and sensitively and when it does touch on Christianity it does so without any attempt to proselytise or convert. In my view the recent fuss is over a "ghost" which does not exist. Yours faithfully, LESLIE PRINGLE, Bishop Stopford's School, Brick Lane, Enfield, Middlesex, October 31.

Holding down cost of our men abroad

From Mr D. Mellor

Sir, Like many editorial bright ideas the notion of shared European representation in third countries is not new. I looked at the same idea myself some years ago when I was Ambassador in Asuncion, but until there is a much wider acceptance of supranationalism by Community countries, not all of whom are so obsessed with presenting a threadbare appearance to the world, EEC embassies will have to stay on the back burner.

When these problems are resolved there is no shortage of Third World countries where Community countries maintain independent missions pursuing almost identical policies in the political, economic, human rights, aid and consular fields and where, on the face of it, substantial financial savings ought to be available.

In the commercial field, however, which is of particular importance to British embassies, competition between Community countries is at least as fierce as that with the rest of the world.

One possibility might be for each country to maintain its own commercial man in a European embassy whose ambassador would be appointed under a system of rotation. That solution, however, immediately raises questions of security — separate filing systems and confidential secretaries and perhaps loss of confidence by national exporters. Not only do the savings begin to look illusory, but there could be a substantial loss of effectiveness.

It has to be remembered that these days, and particularly for public-sector projects, the ambassador is frequently an important intelligence gatherer and protagonist on behalf of his country's exporters. Can one envisage the French Ambassador of a European embassy going in to bat wholeheartedly on behalf of his British commercial officer?

Yours truly, D. MELLOR, 91 Frant Road, Tunbridge Wells, Kent, November 5.

Constable country

From Mr Tony Berry

Sir, I refer to John Parslow's letter (November 1) on behalf of the Royal Society for the Protection of Birds, in which he accuses water authorities of abusing their exemption from planning controls.

Having spent the last ten years building bridges between river engineers and conservationists, I take exception to this sweeping statement. In Anglian not only do we consult local and national conservation groups and their representatives (including RSPB) on all capital schemes, but we also consult on maintenance works.

All five operating divisions within Anglian have appointed a conservation officer and the authority has accepted comprehensive conservation guidelines. Lectures and seminars are regularly held to educate our employees and help them recognise the importance of the countryside. One of Mr Parslow's colleagues from the RSPB will be visiting Essex in a few weeks' time to give further help and advice to our supervisors.

We do not need the spur of planning control to do our job properly. The Essex Local Land Drainage Committee did not oppose the article 4 direction for the Stour Valley and will almost certainly seek planning permission for future river improvement schemes as a matter of course.

I know that colleagues in other water authorities are working just as hard to produce sensitive schemes which protect people and property from flooding, whilst at the same time avoiding damage to the environment. Yours faithfully, A. J. BERRY, General Manager, Anglian Water, Colchester Division, The Cowdrey Centre, Cowdrey Avenue, Colchester, Essex, November 2.

Chinese sailaway

From Mr John Williamson

Sir, Mr Egon Ronay may be already out of date in his commendation of the Forces canteens' expertise (report, November 5). Recently one of her Majesty's ships passed through the Straits of Dover and on the side was painted in Cantonese: "We are the best Chinese restaurant in the British Navy". Yours faithfully, JOHN WILLIAMSON, Beechmount, Bridge, Canterbury, Kent, November 5.

Made in Japan

From Mr Russell A. Leather

Sir, Professor Burbridge (October 16) argues that if we copy successful Japanese products in much the same way as they have copied ours, we shall experience a major transformation in our industrial performance. He assumes that we have the resources to do so, but he is quite wrong.

The Japanese, not noted for creativity, have exploited to the full their ability to develop products originating elsewhere, using known technology. These "copies" eventually bear little resemblance to the original models, due to intensive

and protracted engineering development.

This development is not confined to the product itself, but extends to the methods of manufacture, and it requires a great deal of trained engineering manpower at all levels. It requires a plentiful supply of engineering graduates and skilled technicians, plus an educated, disciplined and motivated workforce.

The plain fact is that we simply do not possess sufficient trained manpower to compete with the Japanese on these terms. The Japanese turn out about five times as many engineers at graduate level per head of population as we do, while the

great majority of their school children receive secondary education up to the age of 18. In short they have, arguably, the best educated workforce on earth.

We have an excellent creative and innovative record, but we have failed conspicuously to benefit from many of our ideas. While we continue to regard engineering and manufacturing industry as second-class industries we shall get what we deserve — second-class results. Yours faithfully, RUSSELL A. LEATHER, Meadowland, Isle Road, Perth, October 23.

immediately and funded initially by a suitable foundation grant; perhaps the Charities Aid Foundation could help?

In his speech at their annual conference on October 31 Dr David Owen emphasized that this country was once regarded as the cradle of philanthropy, yet charitable giving is no less than 10 times greater in the United States than in Britain, where donations from the top 200 companies are only just approaching 0.2 per cent of pretax profits.

Dr Owen called for the establishment of a royal commission (report, November 1) to examine the future of the welfare state and its links with the charitable sector, but is there any reason to expect more of yet another committee on charity than came from the Parliamentary Expenditure Committee of 1974, the Goodman Committee of 1975, the Wolfenden

committee of 1978, the Charles Handy committee of 1981 and the Brighton committee that has just reported?

What is needed is a concerted effort by the voluntary sector to ensure that more money is made available not from the Government but from industry and private donations, and that in particular industry accepts the social responsibilities so readily embraced by our American cousins.

As Dr Owen said on October 31, the voluntary sector is our index of liberty. It seems reasonable to look to the National Council for Voluntary Organizations to sustain it whenever necessary. Yours sincerely, COLIN HUGHES DAVIES, Magdalen College, Oxford, November 1.

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THE TIMES

FINANCE AND INDUSTRY

Executive Editor Kenneth Fleet

Bank lays down the law for new gilts market

The Bank of England's new system of selling Government debt was formally unveiled yesterday. It is not very different from a paper prepared by the Stock Exchange in the summer, and is still open to change.

The Bank's stipulations on regulation and liquidity are tough. All the new players will have to be separately capitalised in sterling, and all will need to be Stock Exchange members. The reward for tough regulation (daily stock positions will have to be disclosed to the Bank) is to be a facility to borrow at advantageous rates, plus tax and technical concessions similar to those enjoyed by the gilt jobbers.

The price for Stock Exchange membership has yet to be revealed by the Stock Exchange itself. But the terms are widely expected to be unveiled within new membership rules to be published before Christmas.

The Bank has now outlined the way its new gilt department will work in place of the system whereby a Government broker liaises between the Bank and two big stockjobbers, the new department at the Bank of England will deal directly with a number of Market Makers (Primary Dealers) who will undertake to make continuous two-way prices in appropriate size bargains, whatever the market weather. But the Bank has indicated that the market would find it understanding of climatic conditions.

Investors will buy gilt edged from these market makers either directly (more appropriate for major institutions wishing to deal in large numbers) or through broker-dealers, effectively agents who would charge a commission.

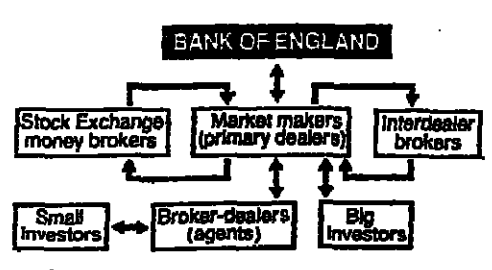
Technical operations to keep the gilt market liquid will be provided by Stock Exchange Money Brokers, who will lend and borrow stock from the market makers, and by the Inter Broker Dealers whose job it will be to allow the market makers to unwind excessive stock positions.

The new structure will enable the Bank to sell government debt to an orderly market when it needs to, although it admits that it is not possible to foresee the present techniques for financing Government through these sales might be affected by the change in market structure. It intends to examine whether at least part of the finding might be put to a regular basis, rather like the American auction system.

The Bank also intends to play a much more active trading role in the market. The draft document is heavily sprinkled with words which indicate that it will retain large amounts of discretion both in the way it chooses to conduct itself in buying and selling gilts and in deciding what kinds of firms will be allowed to make markets. As an example of the sort of margins which would happily accept from the market makers, calculated on the "risk position" of a market maker "book", the difference between his exposure and capital.

The Bank will require daily reports of a stock-by-stock list of long and short positions, the extent of the market-maker's credit risk and details of individual transactions with retail companies. It will require weekly risk/capital ratios monthly reports of a capital base and quarterly reports of a balance sheet and profit and loss accounts. In addition, as members of the Stock Exchange, the gilt players will be open to visits from its roving inspectors. A part of the attempt to retain the confidence of the investor in changing times.

There certainly will be changes. Most of the American houses have indicated that they want to become market makers;



decisions from the discount houses are awaited. But there is no word from the Japanese.

Should the Bank be flooded with requests it reserves the right to choose an as yet unspecified number. Those who failed to become market makers first time round, would have to wait a year before applying again. The Bank will favour applicants from countries which allow British stockbrokers into their domestic market. That is no real barrier to American applicants; but for at least two years it might debar the Japanese.

Comments must be in by January 19, in order for the Bank to produce a final version to the rules a fortnight later, invite applications - and publish a list chosen by about next April.

There is bound to be plenty of comments; but after six months of discussion pre-publication most of the heat has already been taken out of the debate.

ECU groomed for stardom

Late this month or early next, if all goes well, the European Currency Unit will take a big step towards establishing itself as a leading international currency. After a year's gestation Credit Suisse - First Boston will lead manage the first ECU bond issue in the United States. While terms are not yet settled, the likely amount is around ECU200m (£330m), with a maturity of 10 years and a straight coupon of 10.5 or 10.6 per cent.

The issue will set the seal on four years of headlong growth in the ECU bond market. The size of the market has risen from five issues worth together just ECU190m in 1981 to 39 issues with a total face value of ECU2,274m in the first nine months of this year. The ECU now accounts for almost 6 per cent of the \$46,000m Eurobond market and is the third or fourth most important currency in that market.

The ECU's proponents in Europe hope it can eventually come to mount a challenge to the dollar.

Building societies back RPI change

The Building Societies Association has offered its own strong views on one of the most contentious elements in the Retail Price Index, whose components are currently under official review. The BSA's conclusions should please the Chancellor.

At present a complicated calculation involving house prices and a weighted average of mortgage rates is included in the RPI. But the BSA questions the inclusion of the mortgage rate alone. Mortgage interest payments, the societies argue, are merely a redistribution of the money from borrowers to investors.

Using the mortgage rate alone, "produces a top-sided effect." Any fall in investment rates is as much a cost to depositors as a rise in mortgage rates is to borrowers.

So the BSA suggests that both costs should be represented in the RPI; or that the mortgage rate should be dropped altogether.

Drop in US interest rates lifts sterling close to \$1.28

From Bailey Morris, Washington

The immediate economic impact of President Reagan's landslide victory was overshadowed by another drop in the US interest rates which pointed to an expected move by the Federal Reserve Board to ease monetary controls further. In London, the dollar initially dropped nearly five pence against the Deutsche mark at DM2.93. Sterling benefited from the dollar's fall, trading at \$1.2780 at one time, before closing at \$1.2725, up 1.1 cents on the day.

In New York after lunch, sterling had risen to \$1.2795. Citibank announced early yesterday it had lowered its prime lending rate another notch to 11.75 per cent from 12 per cent, in a move which was expected to be followed widely.

The announcement came even as the powerful open market committee of the Fed-

eral Reserve Board, which acts as a central bank, met for the eighth time this year to review monetary policy amid signs that it has already eased credit conditions over the past month.

Markets appear convinced that the Fed will approve a more generous credit policy, at least over the short term, to stimulate the flagging US economy and promote lower interest rates which have been dropping steadily.

Over the longer term, however, there remained deep concern over the Reagan Administration's commitment to tackle the huge Federal budget deficits with a combination of tax increases and spending reductions in the new budget which will be unveiled in January.

In the short term, despite profit taking on the stock markets yesterday, the impact

of Mr Reagan's victory is expected to be positive, perhaps propelling stock prices to record levels in the weeks ahead as Wall Street digests the prospect of four more years of a heavily pro-business Administration. On profit taking, the Dow Jones industrial average was down nearly 15 points yesterday morning but it recovered by early afternoon to 1234.32 points, down 9.83.

"However, I expect the stock market is going to be at record levels sooner than most people think," Mr Joseph Benish, chief economist of Sherson, Lehman, American Express, said.

Indeed, it is quite possible that President Reagan's re-election may reverse the trend of his first term when markets went from bearish - during a period of high unemployment and economic malaise in 1981

and 1982 - to bullish, producing the greatest bull market in American history which began in August 13, 1982. From that point onward, the index rose 471 points in 10 months, adding \$600 billion to the value of stocks on the New York Stock Exchange.

Market analysts, anticipating an easier monetary policy by the Fed, expect the bullish trend to continue in the early stages of a second Reagan term but the outlook immediately beyond is clouded.

The twin spectres of record Federal budget deficits of more than \$180 billion and of record trade deficits expected to more than double this year, to \$135 billion, must be dealt with quickly in order to retain the confidence of markets in sustained, non-inflationary US growth.

W Germans buy stake in Morgan Grenfell

By Peter Wilson-Smith, Banking Correspondent

Morgan Grenfell Holdings is raising £14m of fresh capital and formalising its already close working relationship with Deutsche Bank through an agreement giving West Germany's biggest bank a 4.99 per cent stake in Morgan Grenfell.

Deutsche Bank is paying just under £5 a share for its stake compared with the £4 a share at which shareholders in the merchant banking group subscribed to last May's £45m rights issue.

Mr Christopher Reeves, group chief executive of Morgan Grenfell, said yesterday that there were no plans for Deutsche Bank to increase its stake, nor was the move connected with Morgan Grenfell's aspirations to become a primary dealer in the gilt market, which it was looking at seriously.

However, Morgan Grenfell and Deutsche Bank have identified securities markets, corporate finance and financing of exports and projects as areas for closer cooperation. They plan to set up working parties to examine the opportunities in detail.

Deutsche Bank announced last week that it would be moving its non-Deutschmark Eurobond activities to London and a new subsidiary Deutsche Bank Capital Markets is due to start operating next spring.

Morgan Grenfell also revealed yesterday that it would end up paying £31m of goodwill for both Pinchin Denby, the stockbroker and Pender & Boyle, the specialist gilt broker, which will eventually be integrated with Morgan Grenfell Securities.

Partners in the two firms will receive one-third in cash for shares in the holding company. The remaining two-thirds will take the form of securities convertible after five years into shares in the holding company.

Morgan Grenfell hopes the formal link with Deutsche Bank will help foster the growth of its international business. The ease with which the merchant bank has raised capital from shareholders recently and the latest injection from Deutsche Bank to remove a key incentive for considering a Stock Exchange quotation.

Half JMB safety net left with Bank

By Our Banking Correspondent

The Bank of England is providing £75m towards a £150m safety net of indemnities to cover losses at Johnson Matthey Bankers should the damage exceed £170m. The extent of the Bank of England's contribution to the indemnity net, which was intended to be a largely private sector effort, is likely to provoke a political row, and may prove embarrassing to the Government.

The Treasury is said to have been informed about the contribution the Bank of England has now agreed to make to the safety net. But Mr Nigel Lawson, the Chancellor, has already taken pains to distance himself from the Bank's handling of the JMB affair.

Details of the indemnities were tied up at a meeting at the Bank of England yesterday. Originally the Bank offered to put up £10m out of £100m. Four members of the gold market were to provide £50m,

13 accepting houses a further £10m and the remaining £50m was to come from London and Scottish clearing banks plus Standard Chartered.

However, fierce resistance from the clearing banks at being asked to shoulder such a burden appears to have forced the Bank of England to match the private sector contribution in order to reach agreement. Furthermore, the clearing banks have only agreed to provide £35m.

The Bank of England appears satisfied with the outcome and it was being stressed yesterday that the fact that the package was now half as big again, did not mean that the likely losses at JMB were necessarily higher than originally thought.

Initial losses will be covered by the £170m of capital already available. Only thereafter would the indemnities come into play.

Status quo at Lloyd's

By Alison Eadie

This year's elections for eight places on the council of Lloyd's insurance market - four external and four working - reinforced the status quo and were a blow to the Association of Lloyd's Members, representing 2,300 external Lloyd's names.

Only one of the ALM's four candidates was elected - incumbent Mr Christopher Davidge who was away expected to be re-elected. Three of the four external names already on the council were re-elected and the

fourth, Mr Denis Fredjohn only missed reelection by 50 votes. Mr Fredjohn and Mr Julian Byng, who came fifth and sixth, were both ALM candidates.

The new external face on the council is Mr John Andrews, considered by the ALM to be the agents' choice. The proportion of external names voting dropped to 39 per cent against 51 per cent in 1982. In the election for working members, Mr Harry Dobinson came top of the poll.

Currys bid raised

Shares in Currys, the High Street electrical retail chain, rose by 53p to 487p yesterday, after Dixons improved the terms of its original offer by £42m to £224m.

Just a few minutes after receiving notification that his offer would not be referred to the Monopolies Commission, Mr Stanley Kalms, chairman of Dixons, offered a new mixture of cash and shares, valuing each Currys share at 480p.

Mr Kalms also made it clear that the new terms on offer were final and would not be revised. Almost immediately, the Currys' board rejected the new bid terms, claiming they still fell far short of an acceptable value for Currys.

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STOCK EXCHANGES

FT-SE 100 index: 1,157.3 down 4.1 (high: 1,161.8; low: 1,154.2)
FT Index: 894.1 down 6.9
Cites: 82.89 up 0.25
FT All Share: 545.86 down 1.15
Bargains: 21.042
Datastream USM Leaders Index: 104.87 down 0.04
New York: Dow Jones Industrial Average: (latest) 1234.32 down 9.83
Tokyo: Nikkei Dow Jones Index: 11,778.54 down 119.12
Hongkong: Hang Seng Index: 1046.03 up 8.36
Amsterdam: 178.3 down 1.0
Sydney: AG Index: 777.7 down 4.7

CURRENCIES

LONDON CLOSE
Sterling index: 76.6 up 0.3 (range 76.6-76.3)
\$1.2725 up 1.0 cents
DM 3.7400 up 0.02
FF 11.44 up 0.0225
Yen 306.55 up 1.35
Dollar index: 137.7 down 0.8
DM 2.9300 down 0.0195
NEW YORK LATEST
Sterling \$1.2745
Dollar DM 2.9340
ECU £0.599718
SDR £0.798780

INTEREST RATES

Domestic rates:
Bank base rates 10
Finance houses base rate 11
Discount market loans week fixed 10
3 month interbank 10 1/8 - 9 1/8
Euro-currency rates:
3 month dollar 9 1/8 - 9 1/8
3 month DM 5 1/4 - 5 1/4
3 month FF 11 1/4 - 11 1/4
US rates:
Bank prime rate 12.00 - 11.75
Fed funds 8 1/2
Treasury long bond 10 7/8 - 10 7/8
ECGD Fixed Rate Sterling Export Finance Scheme IV Average reference rate for interest period October 3 to November 6 1984, inclusive: 10.616 per cent.

GOLD

London (fixed per ounce):
am \$345.80 pm \$347.60
close \$346.50 - 347 (\$272.25 - 272.75)
New York (latest): \$346.10
Krugerrand (per coin): \$356.50 - 358 (\$280.50 - 281.50)
Sovereigns (new): \$81 - 82 (\$63.75 - 64.50)
*Excludes VAT

NEWS IN BRIEF

Accountant institutes set to merge

Two of the country's leading accountancy bodies are to merge. After six months of informal discussions, the 80,000-member Institute of Chartered Accountants in England and Wales and the Chartered Institute of Public Finance and Accountancy, which has 11,000 members, are to talk about the details. If approved by members, the merger could take place by June 1986. The new body will adopt the ICAEW name.

● **THE LIFE OFFICES** Association has begun a campaign against any moves by the Government to tax pensions in the next Budget. Among other criticisms, the LOA warns that removing existing tax relief on pensions "could jeopardize the continued availability of financial pension schemes." It is also likely to lead to greater dependence on the state scheme.

● **RUSH & TOMPKINS** the property and construction group, has increased pretax profits for the six months to June 30 to £1.2m up from £1.1m. Turnover rose to £49m from £39m. The interim dividend of 2p is unchanged.

● **ESAL (COMMODITIES)**, the trading group which collapsed this year with £220m (£175m) debts, has been compulsory wound up in the High Court in London. Mr Justice Harman made the order.

ECGD drops demand for full cover

By John Lawless

The Exports Credits Guarantee Department has removed its insistence on comprehensive insurance policies for some of Britain's biggest exporters. One of the greatest criticisms from exporters over many years has been that ECGD has inflexibly refused to consider insuring individual export

deals. They complained to this year's Matthews committee of inquiry into its future operations that the agency was only willing to insure all of a company's overseas business, or none of it.

However, Mr Fred Chapman, ECGD's principal finance officer, said yesterday: "We are looking at special arrangements for certain companies so that we

can match the sort of service allegedly provided by the private sector."

He also made it clear, though, that the breaking of the "comprehensive cover only" rule applied only to "big exporters." He added: "There has been a gradual move away from the requirements to insure everything. We would not want to do it with a tiny exporter,

Luncheon Vouchers tops Times 1000 profit league

By William Kay

For the fourth year running Luncheon Vouchers, the consortium company which operates the scheme for employee meal vouchers, has achieved the best return on capital employed of any company in the land. But the figure showed a sharp fall compared with the previous year, from 331 per cent to 182.9 per cent.

This is revealed in the 20th anniversary issue of *The Times 1000*, the annual review of the biggest, best and worst companies round the world.

Luncheon Vouchers is owned by Trusthouse Forte, Allied-Lyons, Grind Metropolitan and Associated British Foods. Its position at the top of the profitability table owes much to the fact that its capital employed has not been increased for some years, artificially inflating the apparent return.

The rest of the table shows an intriguing cross-section of the most successful British companies. Oil features strongly, but that industry also heads the list of the United Kingdom's

PERCENTAGE RETURN ON CAPITAL EMPLOYED

Luncheon Vouchers	182.9
International Thomson Org	135.1
National Magazine Co	113.4
Sinclair Research	108.0
Murphy Oil UK	104.8
Polly Pack (Holdings)	89.4
Scania Messini Polite	87.1
Marshall Cavendish	77.7
Amstrad	72.0
Selamograph Service	67.1
CBT Constructors	64.9
Wills & Allen Ltd	61.6
Britol	61.5
Reuters	60.0
Yorkshire Television	58.7
Ferrari Electronics	57.2
Napier Brown	57.8
Esso UK	57.4
Corroco UK	56.5
Total Oil Marine	56.4

biggest money losers in the past year, in the shape of Texaco and Mobil's British offshoots.

The main list of Britain's biggest 1,000 companies by annual turnover, shows no change in the top seven. British Petroleum again heads the table with turnover of £37.9 billion. This stands up well to international comparisons. The biggest European company is Royal Dutch Petroleum on

£37.2 billion, and Japan's biggest is Toyota Motor Corporation with £15.2 billion. However, four US corporations outstrip BP: Exxon (£83.6 billion), General Motors, American Telephone and Telegraph and Mobil Corporation.

To mark the 20th anniversary, the book publishes the 20-year record of Britain's top 50 companies.

Most of the 50 show a steady improvement in profit as a percentage of net capital employed. But 11 show a lower return in 1983 compared with 1964. In order of size they are Marks and Spencer, Thorn EMI, Lonrho, Tesco, GKN, GUS, Boots, Incheape, BOC, Unigate and Ranks Hovis McDougall.

BTR suffered a fall too, but its latest figure for capital employed was swollen by the £771m takeover of Thomas Tilling. Some of the others would doubtless argue that their apparent performance has been distorted by issuing equity capital instead of borrowing. (*The Times 1000*, *Times Books* £17.50)

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Standard Chartered Bank

announces that on and after 7th November, 1984, its Base Rate for lending is being decreased from 10 1/2 % to 10 % p.a.

The interest payable on deposit accounts subject to seven days' notice of withdrawal will be decreased from 7 1/2 % to 6 3/4 % p.a. The interest rate payable on High Interest deposit accounts subject to twenty-one days' notice of withdrawal will be decreased from 8 1/2 % to 7 3/4 % p.a.

Standard Chartered

Hongkong Bank

announces that on and after 7th November, 1984 the following annual rates will apply

Base Rate 10% (Previously 10 1/2%) **Deposit Rate (basic) 7%** (Previously 7 1/4%)

The Hongkong and Shanghai Banking Corporation
The British Bank of the Middle East
Wardley London Limited

Midland Bank Interest Rates

Base Rate

Reduces by 1/2 % to 10 % per annum with effect from 7th November 1984.

Deposit Accounts

Interest paid on 7 day deposit accounts reduces by 3/4 % to 6 1/2 % p.a. with effect from 7th November 1984.

Save and Borrow Accounts

Interest paid on credit balances reduces to the above Deposit Account rate and interest charged on overdrawn balances remains at 19 1/2 % p.a. with effect from 6th December 1984. **APR 20.9%.**



Midland Bank plc, 27 Poultry, London EC2P 2BX

ABRIDGED PARTICULARS

Application has been made to the Council of The Stock Exchange for the Ordinary shares of Wardle Storeys plc to be admitted to the Official List.



WARDLE STOREYS plc
(Registered in England under the Companies Acts 1948 to 1981 No. 1650788)

Offer for Sale

by **Hill Samuel & Co. Limited**

of 7,000,000 Ordinary shares of 10p each at a price of 132p per share, payable in full on application

Share Capital

The share capital set out below shows the position after redemption at £1 per share, out of part of the proceeds of the Offer for Sale to be received by the Company, of the Company's 66,776 Cumulative Redeemable Preference shares of 1p each.

Authorised £2,000,000 in Ordinary shares of 10p each Issued and fully paid £1,543,363

The shares which are the subject of the Offer for Sale will rank in full for all dividends hereafter declared, paid or made on the Ordinary share capital of the Company.

Wardle Storeys is a specialist manufacturer of plastic sheet which it sells to a wide range of industrial and commercial customers.

The application list will open at 10 a.m. on Tuesday, 13th November, 1984 and may be closed at any time thereafter.

Copies of the Offer for Sale with Application Forms may be obtained from:-

Hill Samuel & Co. Limited 100 Wood Street, London EC2P 2AJ

James Capel & Co. Winchester House, 100 Old Broad Street, London EC2N 1BQ

and from:-

Williams & Glyn's Bank plc, 31 Grey Street, Newcastle upon Tyne, NE1 6ES

30 East Parade, Leeds LS1 5PS

1-4 High Street, Cardiff CF1 2PX

The Royal Bank of Scotland plc, 36 St. Andrew Square, Edinburgh EH2 2YB

and from the following branches of Hill Samuel & Co. Limited:-

71 New Street, Birmingham B2 4DU 19 St. James's Square, London SW1Y 4JQ

7 Booth Street, Manchester M2 4AE 15 Clare Street, Bristol BS1 1XD

39 Wigmore Street, London W1H 0AU 3 St. Vincent Place, Glasgow G1 2DT

The Offer for Sale is being advertised in full, with an application form, in today's Financial Times and Daily Telegraph.

FOREIGN EXCHANGES

Sterling made good gains on foreign exchange markets as the dollar fluctuated in directionless trading. The pound closed over a cent higher against the dollar up from \$1.2615 to \$1.2725. After a large rise in the Far East, the dollar then fell rapidly to about 2,900 against the Deutschmark.

STERLING SPOT AND FORWARD RATES

Market rates	Market rates	3 months	6 months	9 months	12 months
New York	1.2725	1.2725	1.2725	1.2725	1.2725
London	1.2725	1.2725	1.2725	1.2725	1.2725
Frankfurt	1.2725	1.2725	1.2725	1.2725	1.2725
Paris	1.2725	1.2725	1.2725	1.2725	1.2725
Stockholm	1.2725	1.2725	1.2725	1.2725	1.2725
Oslo	1.2725	1.2725	1.2725	1.2725	1.2725
Stockholm	1.2725	1.2725	1.2725	1.2725	1.2725
Oslo	1.2725	1.2725	1.2725	1.2725	1.2725
Stockholm	1.2725	1.2725	1.2725	1.2725	1.2725
Oslo	1.2725	1.2725	1.2725	1.2725	1.2725

3.3 at 75.5 day's range 75.5-78.3

STERLING SPOT AND FORWARD RATES

Market rates	Market rates	3 months	6 months	9 months	12 months
New York	1.2725	1.2725	1.2725	1.2725	1.2725
London	1.2725	1.2725	1.2725	1.2725	1.2725
Frankfurt	1.2725	1.2725	1.2725	1.2725	1.2725
Paris	1.2725	1.2725	1.2725	1.2725	1.2725
Stockholm	1.2725	1.2725	1.2725	1.2725	1.2725
Oslo	1.2725	1.2725	1.2725	1.2725	1.2725
Stockholm	1.2725	1.2725	1.2725	1.2725	1.2725
Oslo	1.2725	1.2725	1.2725	1.2725	1.2725
Stockholm	1.2725	1.2725	1.2725	1.2725	1.2725
Oslo	1.2725	1.2725	1.2725	1.2725	1.2725

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Stockholm	1.2725	1.2725	1.2725	1.2725	1.2725
Oslo	1.2725	1.2725	1.2725	1.2725	1.2725
Stockholm	1.2725	1.2725	1.2725	1.2725	1.2725
Oslo	1.2725	1.2725	1.2725	1.2725	1.2725
Stockholm	1.2725	1.2725	1.2725	1.2725	1.2725
Oslo	1.2725	1.2725	1.2725	1.2725	1.2725

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Oslo	1.2725	1.2725	1.2725	1.2725	1.2725
Stockholm	1.2725	1.2725	1.2725	1.2725	1.2725
Oslo	1.2725	1.2725	1.2725	1.2725	1.2725
Stockholm	1.2725	1.2725	1.2725	1.2725	1.2725
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Oslo	1.2725	1.2725	1.2725	1.2725	1.2725
Stockholm	1.2725	1.2725	1.2725	1.2725	1.2725
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Stockholm	1.2725	1.2725	1.2725	1.2725	1.2725
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Stockholm	1.2725	1.2725	1.2725	1.2725	1.2725
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Oslo	1.2725	1.2725	1.2725	1.2725	1.2725
Stockholm	1.2725	1.2725	1.2725	1.2725	1.2725
Oslo	1.2725	1.2725	1.2725	1.2725	1.2725
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Oslo	1.2725	1.2725	1.2725	1.2725	1.2725
Stockholm	1.2725	1.2725	1.2725	1.2725	1.2725
Oslo	1.2725	1.2725	1.2725	1.2725	1.2725
Stockholm	1.2725	1.2725	1.2725	1.2725	1.2725
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Stockholm	1.2725	1.2725	1.2725	1.2725	1.2725
Oslo	1.2725	1.2725	1.2725	1.2725	1.2725
Stockholm	1.2725	1.2725	1.2725	1.2725	1.2725
Oslo	1.2725	1.2725	1.2725	1.2725	1.2725
Stockholm	1.2725	1.2725	1.2725	1.2725	1.2725
Oslo	1.2725	1.2725	1.2725	1.2725	1.2725

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Market rates	Market rates	3 months	6 months	9 months	12 months
New York	1.2725	1.2725	1.2725	1.2725	1.2725
London	1.2725	1.2725	1.2725	1.2725	1.2725
Frankfurt	1.2725	1.2725	1.2725	1.2725	1.2725
Paris	1.2725	1.2725	1.2725	1.2725	1.2725
Stockholm	1.2725	1.2725	1.2725	1.2725	1.2725
Oslo	1.2725	1.2725	1.2725	1.2725	1.2725
Stockholm	1.2725	1.2725	1.2725	1.2725	1.2725
Oslo	1.2725	1.2725	1.2725	1.2725	1.2725
Stockholm	1.2725	1.2725	1.2725	1.2725	1.2725
Oslo	1.2725	1.2725	1.2725	1.2725	1.2725

3.3 at 75.5 day's range 75.5-78.3

STERLING SPOT AND FORWARD RATES

Market rates	Market rates	3 months	6 months	9 months	12 months
New York	1.2725	1.2725	1.2725	1.2725	1.2725
London	1.2725	1.2725	1.2725	1.2725	1.2725
Frankfurt	1.2725	1.2725	1.2725	1.2725	1.2725
Paris	1.2725	1.2725	1.2725	1.2725	1.2725
Stockholm	1.2725	1.2725	1.2725	1.2725	1.2725
Oslo	1.2725	1.2725	1.2725	1.2725	1.2725
Stockholm	1.2725	1.2725	1.2725	1.2725	1.2725
Oslo	1.2725	1.2725	1.2725	1.2725	1.2725
Stockholm	1.2725	1.2725	1.2725	1.2725	1.2725
Oslo	1.2725	1.2725	1.2725	1.2725	1.2725

3.3 at 75.5 day's range 75.5-78.3

STERLING SPOT AND FORWARD RATES

STOCK MARKET REPORT

S Africa cracks Pilkington hopes

By Derek Pain and Pam Spooner

Shares of Pilkington Brothers, the glass group, fell yesterday as Scrimgeour, Kemp-Gee, the broker, warned that the group's South African operations had splintered profit expectations. Scrimgeour has pulled back its own forecast to £105m. Last year Pilkington produced £88.3m.

Mr Noel Hayes and Mr David Taylor, Scrimgeour analysts, say that last year the South African business contributed 45 per cent of the company's total trading profits. But in the present year the deteriorating South African economic climate and the weak rand are likely to have a sharp impact on the return from the republic.

So, despite buoyant trading in the United States and the continuing improvement in the United Kingdom, Pilkington, say the analysts, is unlikely to

achieve the full year results many in the City are expecting. Forecasts have ranged up to £120m.

But it is in the following year when the City's profit expectations will be more cruelly shattered, believe the Scrimgeour men.

They say: "Hopes of £150m appear untenable".

Messrs Hayes and Taylor believe that profits to March, 1986, will, in fact, show no growth over the present year and they are forecasting an unchanged £105m.

Pilkington will indicate whether the Scrimgeour duo is on the right path next month when it announces its interim figures. In the meantime the Scrimgeour revision was enough to top the shares 15p to 398p. They have been as high as 330p this year and as low as 222p.

Equities had a dull day with

the FT 30 share index closing at its lowest of the day, 894.1 points, down 6.9 points.

The FT-SE index, which had started with a modest gain, finished at 1,157.3 points, down 4.1 points.

With the American election running true to expectations, any further interest rate cuts at least a few days away and the looming mass of the British Telecom flotation, there was little for markets to get excited about.

But Government stocks, helped by sterling's improving performance against the dollar and the transatlantic interest rate cuts, achieved gains of up to 1%. They were at one time holding improvements of more than 1%.

Among the leaders General Electric Co closed with a 2p fall to 230p. Phillips and Drew, the broker, is suggesting that the group will recapture some of its old investment appeal once the interim results appear next month.

Urging clients to buy ahead of the figures, the broker says the results "should mark the return of growth for the company as a result of the absence of exceptional factors".

P and D is forecasting earnings of £330m against £285m. For the full year a figure of around £776m looks likely. Last year GEC produced £671m.

Currys Group jumped 53p to

Co-op Bank
announces a change
in base rate from
10.50% to 10.00% p.a.

With effect from
Thursday 8th November 1984.

Deposit rates will become	
7 days' notice	6.75% p.a.
1 month's notice	7.50% p.a.

High Interest Investment Accounts
range from
8.50% to 9.75% p.a.
depending on amount and term
(minimum £500 and 6 months).

Co-op Bank Cheque & Save
The bonus notional interest rate
on Cheque & Save is 10.00%
(on amounts beyond £1,000)

Hill Samuel, the merchant bank, is offering 7 million shares for sale at 132p each in Wardle Stores, the revamped Bernard Wardle, plastic group. Mr Brian Taylor, managing director, led a management buyout just two years ago with a £70,000 loan. His stake is now worth £7.76m, of which he is selling £2.9m in the offer for sale. More shares come from institutional holders, and another 1.5m million shares are being issued and sold to raise £1.55m net for the company. Wardle is valued at £20.4m at the offer price, and gets a price/earnings ratio of 8.1 on an actual 21 per cent tax charge.

from the BL strike in September, the increasing effect of the miners' strike on Francis customers, higher than expected interest rates and Austin Rover/Jaguar problems now.

Suter's chairman, Mr David Abell, is confident he can turn things round. Market estimates for Suter's 1984 profits are for more than a 70 per cent increase to £3.6m pretax.

Gomme Holdings, the G-Plan furniture manufacturer, was unchanged at 20p. The group made second half pretax profits of £662,000 in the year to July 27, 1984 and first half profits of £854,000, not as reported in Tempus yesterday £366,000 and £1.15m respectively.

Bid hopes continued to fade for a variety of shares. Horizon Travel where Grand Metropolitan built up a small stake and announced its willingness to bid earlier this summer, fell another 5p to 133p. GrandMet is backing off, having met unwanted resistance.

Rowntree Mackintosh, a longtime favourite among market speculators to receive a takeover offer - from the US - was also drifting downward again. The shares lost 4p to 368p.

Johnson Matthey, the banking and industrial group, fell 5p to 138p as market men lost

hope of a full bid from British Petroleum. BP wants more information about Matthey's, whose banking division struck heavy bid debt problems this year and needed rescuing.

Takeover talk stays strong at Style Shoes, where British Land has a 7.3 per cent stake and plenty of spare cash in the bank. Style shares jumped another 12p yesterday to 155p, having touched 158p at one stage.

Macallan-Glenlivet, the malt whisky group, jumped a further 50p to 400p, making a gain of 130p in little more than a week. The market in the shares is exceedingly thin. At their present price the shares are yielding about 1 per cent and selling near 40 times last year's earnings.

A company statement saying takeover talks were not going on came too late.

The strength of the Mac-Glen shares helped some other whisky stocks. Macdonald Martin Distilleries "B" advanced 10p to 660p. Even loss-making Tomatin managed a 1p gain to 22p.

Dobson Park Industries, which makes equipment for the coal industry, rose 4p to 73p as City folk reckon the miners' strike is collapsing. Dowty Group picked up pennies for the same reason, rising 3p to 173p. Turkey producer Bernard

Dixons goes for the kill with 90p extra

The Currys-Dixons bid battle charged into top gear again, yesterday. Ahead of market expectations, Dixons announced a startling 90p improvement in its bid terms, valuing each Currys share at 480p. It took the Currys board exactly 55 minutes to reject Dixons' £2m increase in its bid. Early in the afternoon, Dixons announced flatly that the new bid terms were a final offer.

And so, over to the shareholders. The tactics of the Dixons' camp appear to include a knockout blow via the better bid terms. This means that any white knight has to enter the lists at about 520p a share to look feasible - tricky even for the corporate gentry.

Meanwhile, the refusal to bid up further presumably may help trim any froth from the Currys' price generated by the impending asset revaluation - profit forecast; this could take assets per share up to the 700p mark.

The new offer document maintains the high standards of rudeness in the bid battle. The Dixons camp describes the Currys' defence variously, as weak; contrived; confusing; and misleading. Dixons dismisses Currys' valuation approach as fanciful.

But apart from the loan notes tax sweetener, aimed presumably at the Currys family, the new terms are angled directly at the institutional shareholders. Hence the importance of Dixons' profits statement, which calculates a 55 per cent profits improvement in the year to November 10, three times higher than Currys' rate of growth.

This means that any earnings dilution to Dixons' enlarged capital, after the bid, should be negligible. The cash

outlay of some £115m still looks low, given the rationalization potential within the Currys empire.

Presumably this awareness explains the continuing rise in the Dixons' share price. At 355p, the shares have put on some 18 per cent since the battle started. It possibly indicates the institution's willingness to acquire Dixons' paper, either directly through the market, or indirectly by rolling over their Currys stakes. But has the Currys family made up its mind as well?

Cater Allen

Despite a marked reluctance by the gills market to pay much attention to the new tap - offers were allotted in full at the minimum tender price - buyers were out in force again yesterday. Shorts pushed ahead by about 3/4 point, while gains among the longs were about 3/4 point at the best levels of the day.

Hence, Cater Allen, yet another putative player in the new gills market, chose a good day to announce that earnings in the six months to the end of last month had been substantially higher than in 1983. Despite swings in base rates of about five points, the discount house apparently kept its nerve during the July bear trap, and sprang back into the market during the August rally. Both September and October have been good months, in this context, "substantial" might actually add up to doubled profits, although the house is stone-walling any quantification of its profits.

Cater Allen is hoping to enter the new market as a specialist trader. One likely area it might consider is the index-linked category for gills. Despite attracting a high risk rating under the Bank of England's new scales, the authorities will, under the new regime, plan to stand behind this market to improve liquidity. This could reduce the trading risks after the whole new gills system goes live.

COMPANY NEWS IN BRIEF

- **JESSUP'S:** Final 2p making 3p (1.5p), payable January 4. Group turnover for the year to August 31 - figures in £000 - (comparison adjusted) 49,945 (45,143). Gross profit 3,554 (3,135). Operating profit 2,192 (1,683) after other operating expenses 1,362 (1,452). Pretax profit 1,134 (901) after interest 1,058 (782). Tax 56 (185). Extraordinary credit 626 (debit 59). Earnings per share 12.89p (8.58p adjusted). Shares unchanged at 53.
- **BRADFORD PROPERTY TRUST:** Results for half year to October 5. Interim 3.25p or 4.64p gross (4p). (Figures in £000) Rental income, exclusive of rates 3,076 (2,662). Sales by dealing companies 4,858 (4,584). Operating profit 4,940 (4,307). Pretax profit 4,943 (4,212) including associated companies 7 (9), but after interest pay 4 (4). Tax 2,170 (2,178). Earnings per ordinary share 4.23p (3.08p) on surplus from property rentals.
- **HAMBROS INVESTMENT TRUST:** Results for six months to September 30. Interim 1.1p (1p). (Figures in £000) Revenue 2,501 (2,204). Net pretax revenue 1,743 (1,641) after expenses 758 (563). Tax 594 (583). Earnings per share 2.11p (1.94p). Net asset value per ordinary share 185.7p (158.5p) at par and 183.6p (160.4p) at market value.
- **THIRD MILE INVESTMENT:** Interim dividend 0.7p. For six months to June 30. Figures in £000 Turnover 342 (492). Gross Revenue 107 (78). Pretax profit 33 (41). Tax 11 (7). Earnings per share 1.75p (1.42p). Shares 63 down.
- **LANCA:** No interim dividend for six months to June 30. (Figures in £000) Turnover 1,536 (1,266). Pretax profit 114 (90) including interest rec 21 (19). Tax 46 (44). Earnings per share 6.16p (4.73p).

ANNOUNCING THE FIRST NON-STOP FLIGHT TO SINGAPORE.
ONE GIANT STEP FORWARD FOR BUSINESSMANKIND.

New Enterprises

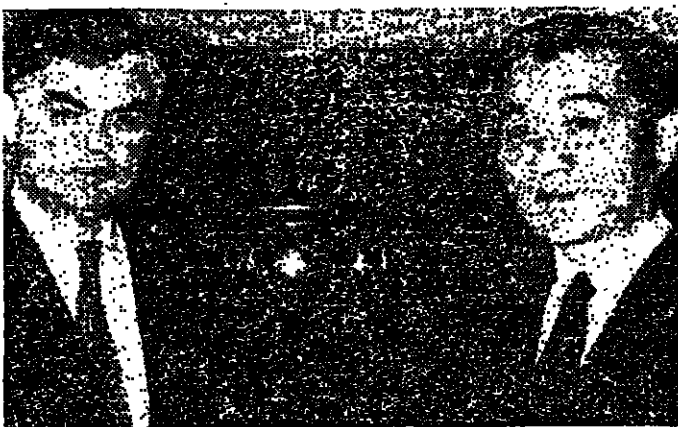


Are we a nation of risk-takers? The thrust for new jobs continues.

● Left: David Trippier, Minister for Small Businesses, gets away from the ministerial desk, and right, Norman Lamont, Minister for Trade and Industry, with Mr H. Hamada, of Ricoh of Japan, at Telford, where a new factory will be opened.

Fostering new enterprise in Britain, whether indigenously through company expansions and creation of new small businesses or by encouraging inward investment from companies abroad, has its problems. One unhappy effect of the miners' strike is its threat to the patient work of those in government, among local authorities and in development agencies in wooing foreign investment where a proud British claim of far fewer working days being lost now looks tarnished.

David Trippier, Minister for



Small Businesses at the Department of Trade and Industry, expects this year's figures to be "quite a bit" higher. He believes, moreover, that only about a fifth are being created because those behind them, usually because of redundancy, have no alternative but to set up in business.

The latest surveys support the conclusion that during times of recession the small business birth rate goes up, a pattern to be expected in a country like Britain where redundancy can produce sufficient compensation to make setting in business financially possible.

is considering setting up a plant in Britain.

Whether Britain or another continental country will be Toyota's choice will depend on the success of the Nissan plant, according to Hideo Kamio, vice president of Toyota Motor Corporation.

Foreign owned manufacturers now account for nearly a fifth of British output and a quarter of net capital expenditure, according to the latest analysis based on 1981 returns. Britain looks likely to continue to attract particularly United States and Canadian companies as a base for European operations.

But in 1983 West Germany put the second largest clutch of project plans through the Invest in Britain Bureau - 166 compared with 285 from the United States - and altogether 50 European companies were known to have decided to set up new manufacturing plants in Britain, prospectively creating 1,000 new jobs.

Mr Trippier believes the rate of indigenous growth through the creation of new small businesses will continue to rise. He has identified some problems which could slow such growth and has plans to tackle them.

One insight into the problems has come from a survey on entrepreneurial climates carried out in 11 countries and collated by SKIM, the industrial market research unit based in Rotterdam. Small businesses in Britain suffer more than the

international average from government rules and red tape, from funding and interest rate difficulties and from taxation, the survey found.

Despite the grumbles, British businesses had higher expectations of sales growth. More than 60 per cent looked to sales increases this next 12 months against the survey average of 47 per cent. Some 70 per cent of the British businesses were also looking to overall growth in their activities. Britons also showed up as more thrifty risk-takers, with 35 per cent of them in this category compared with 13 per cent in West Germany.

Cutting back form-filling

Mr Trippier has been pushing hard to slash form-filling by small businesses. The efficiency unit in the Prime Minister's office is due to finish a study by January of how to cut down further on the burdens of Government regulations on small businesses.

Improved training for those running small businesses is another target and Mr Trippier has also welcomed the drive to persuade more graduates to move into the small business sector. The Schools Council Industry Project (SCIP) is being strengthened; it attempts to teach youngsters from 13 the aims of enterprise and wealth creation.

Mr Trippier said: "We have to get the message over in the teacher training colleges as well. If teachers do not recognise the importance of enterprise we have a problem."

A growing contribution to new enterprises in Britain is from worker cooperatives. Their number has virtually doubled in the past two years to nearly 1,000 according to the latest survey by the Cooperative Development Agency (CDA). This is in addition to consumer, housing and agricultural cooperatives.

Half of the newly surveyed worker cooperatives are in the various service sectors. There are 137 manufacturing cooperatives.

One of the big questions marks over the direction new enterprises will take in Britain is what changes the Government brings in on regional policy. Final details are still being discussed in Whitehall but an announcement is expected before the year end.

Broadly, a tightening up on grants in development areas is expected, with assistance going only to those companies guaranteeing additional jobs. The towns are bound to find the Whitehall money tap screwed down tightly. But at least some parts of the West Midlands are expected to gain development area status. Service industries are for the first time to benefit in development areas.

Derek Harris
Commercial Editor

Calling in the counsellors

Enterprise agencies, whose growing numbers are having an increasing impact on the creation of new enterprises, are likely to have a role in a plan to improve management training in new businesses.

Because those who run small businesses have so many pressures on their time, David Trippier, Minister for Small Businesses, is planning a package of distance learning courses to attack the problem of a lack in small businesses of a broad range of management skills. Heads of small businesses need to acknowledge any limitations they have and seek advice, Mr Trippier said.

The learning packages, with which the Manpower Services Commission may help with some funding, could go to further education colleges with which many enterprise agencies have close connexions. Mr Trippier said: "The enterprise agencies could help with this programme because we shall only lick these problems at the local community level."

Many enterprise agencies have already expanded their role. There are now rather more than 220, with prospects rising to more than 300 around the country. As well as counselling small businesses many have generated schemes to provide workshops for infant businesses and office accommodation.

There are about 1,000 counsellors so far deployed by the enterprise agencies around the country. An attempt to gear up this coverage by as much as 30

per cent is to be made by Business in the Community (BIC) whose muscle has just been increased by its merger with the Confederation of British Industry's Special Programmes Unit (SPU). BIC is now not only an umbrella body for the enterprise agencies but is looking to the SPU's work in encouraging job creation through community based efforts.

Thousands of jobs are being safeguarded or saved by advice and assistance to small businesses.

Lord Carr, chairman of the reorganizing BIC, estimates enterprise agencies are helping create new jobs at the rate of 30,000 a year through formation of new businesses. There are probably thousands of other jobs being safeguarded or saved by advice and practical assistance to small businesses.

Inevitably some enterprise agencies have faltered and BIC is now mounting a drive to get these back on their feet. An attempt is also being made to recruit more secondees for counselling and other work from middle sized companies as well as the big organizations which have so far been the main source of secondees.

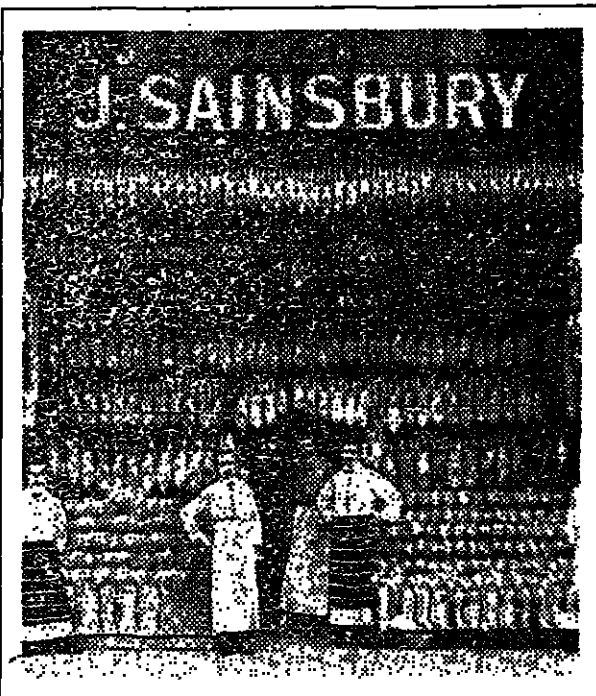
But more big companies are throwing their weight behind the enterprise agency movement, among the latest recruits being the Beecham Group, London Transport and the National Coal Board.



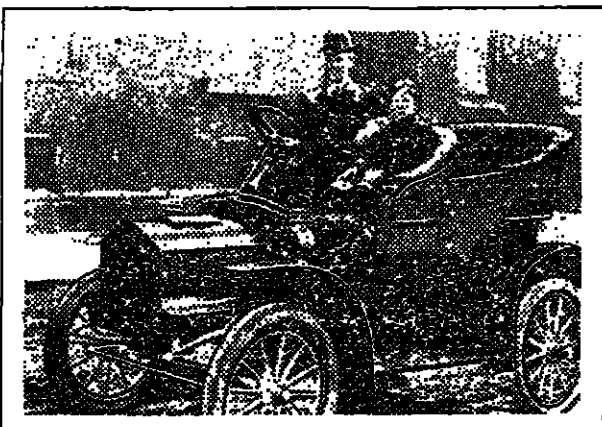
When he first entered the cut-throat battle no-one had heard of Gillette.



Wedgwood wasn't always famous worldwide.



An early link in Sainsbury's chain.



Henry Ford, son Edsel, and Model T.



W.H. "Boss" Hoover long before he was a household name.



The Coca-Cola Co. when it was just starting to fizz.

We never forget that every big business was a small business once.

We never had the chance to talk to Henry Ford about his new-fangled ideas for mass producing horseless carriages.

But we like to think that if fate had arranged things differently he, or any of these other famous innovators, could have walked into a branch of NatWest and received an enthusiastic reception.

No matter how novel an idea might be we are ready to discuss it seriously.

No business is too small for NatWest to

spend time on. No plan too ambitious.

And we back these fine words with big money.

We're already lending around £4,000 million to hundreds of thousands of small businesses in Britain. And there's more where that came from.

Usually the money comes in the form of a Business Development Loan. (From £2,000 up.)

But we're also involved in special Government and Common Market schemes

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If you're running a business of your own, come and talk to NatWest soon.

Or dial 01-200 0200 and we'll send you more information.

NatWest
The Action Bank
Small Business Service

Franchise for 350,000 jobs

Franchising, particularly in the last five years, has made a bigger contribution to the launching of new enterprises in Britain than has previously been realized. Its impact over the next five years is also likely to grow by five times or more.

It means by 1989 franchising should have produced some 350,000 jobs with overall turnover in the industry running by then at more than £5 billion a year at today's prices.

This is the picture which emerges from the first detailed survey of the industry in the United Kingdom published earlier this month after being commissioned by the British Franchise Association (BFA), which has 87 members.

There are 70,000 people employed in franchising 50,000 of them full-time, and the 220 to 230 active franchises have an annual turnover of about £1,041m, according to the survey. Until now the best estimates of employment in the industry have been considerably less than this at about 50,000 although the BFA had been looking to sales of some £1 billion by this year end.

It is the modern concept of franchising which largely lies behind the boom which has now reached the point where the industry accounts for a fifth of all retail sales. Tied pubs of breweries were an early franchising form followed by the concept of sales and distribution rights in specific locations as in the motor trade.

In the latest generation of franchises a business format can be bought and sold, involving not only a franchising name usually promoted nationally but locations, stocks and materials, advice and even in some cases loan finance. These are the franchises which range from fast food and drink cleaning to dress shops and fast printing outlets.

Since 1968 the average annual growth in the number of franchisors - the owners of operations who then make allocations of outlets to franchisees - has been 12 per cent. But nearly three quarters of the franchise operations now in existence were started since the end of 1979. Over the next two years their numbers are likely to grow by a further two thirds.

Three key markets account for two thirds of all franchise operations. Home improvements and maintenance has proved the most active sector at 31 per cent.

Food and drink accounts for another 17 per cent. In terms of total turnover in the industry food and drink generates 29 per cent.

With franchising heavily weighted towards private customers it is still very much an activity orientated towards the southern part of the country. London and the Home Counties account for nearly half of all franchises.

Among existing franchisors there are 78 per cent planning expansion. A third of franchisees are content with turnover achieved and nearly half are content with the profits.

It is not roses all the way. There are 35 per cent of franchisees who felt they did not get enough initial help and 40 per cent complained about subsequent treatment although 65 per cent of franchisees said their working relationship with franchisors was satisfactory.

Chances of success with a well-proven formula are put as high as 98 per cent. It takes about two to three years for franchisees to reach optimum turnover targets.

● Franchising: The industry and the market (£295 from Power Research Associates, 17 Wigmore Street, London W1).

55 من الاصل

A tempting carrot for job-hungry towns

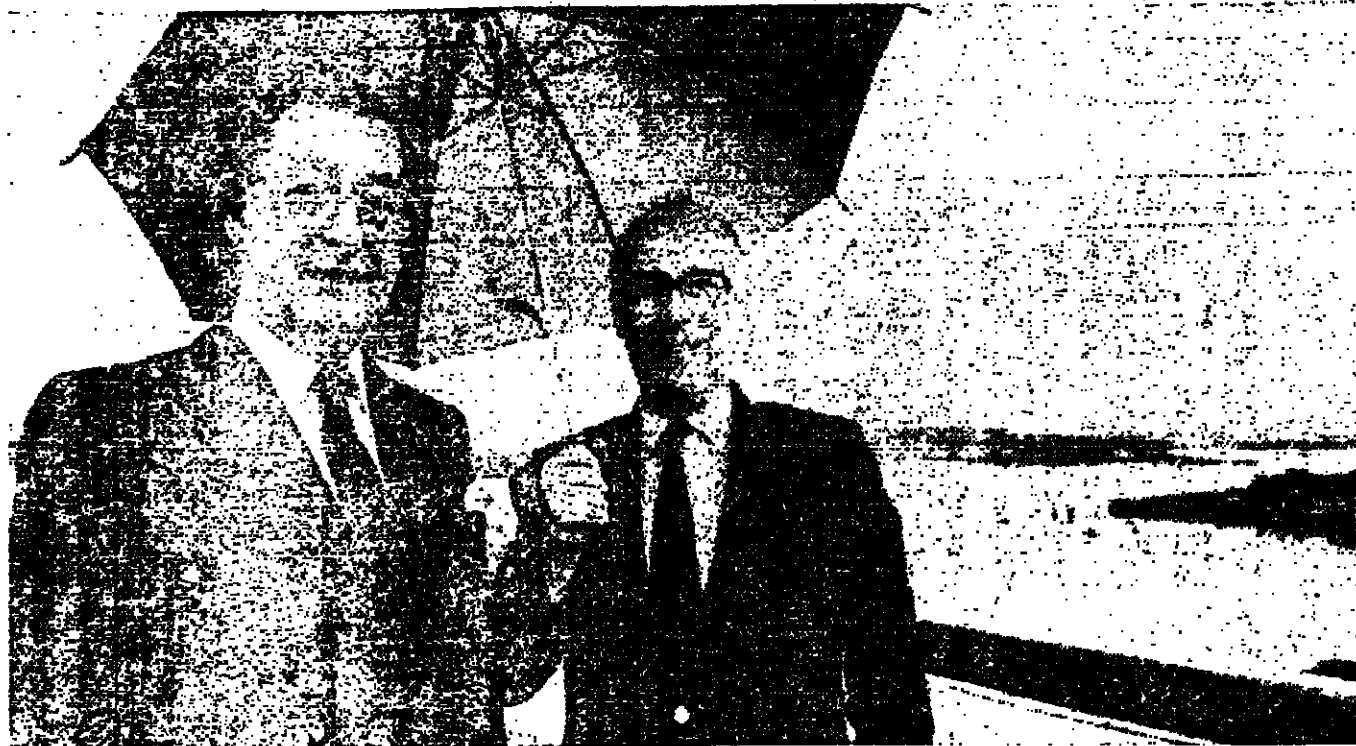
Job hungry towns jumped at the chance of enterprise zone status when applications for designation were invited by the Government. And initial success in luring new industry to their areas with the carrots they are able to offer has stimulated appetites.

Some councils are planning to ask for more land to be designated — four of the 25 enterprise zones in the UK have already been extended. The aim of enterprise zones is to restore vigorous private sector activity by removing tax burdens and planning constraints. Concessions include exemption from rates on industrial and commercial property during a 10-year period from the date of enterprise zone designation; exemption from development land tax; and 100 per cent allowances against corporation and income tax for capital expenditure on industrial and commercial buildings.

Enterprise zones are not part of regional policy but sites in areas attracting government or European aid continue to benefit from such subsidies. Corby, the Northamptonshire steel closure town qualifying for EEC cash, has the additional advantage of being a development area and new town as well as having an enterprise zone, the first in England, designated in June, 1981. The 280 acre zone is now 90 per cent developed and helping to give Corby badly needed new jobs.

An 8 per cent drop in unemployment over four years, against the national trend, and a healthy mix of manufacturing and service industries has increased confidence.

"We have 4,000 people working in the enterprise zone but we need more new jobs and they seem to be coming," said Fred McClenaghan, director of industry. "This year we have



Peter Davies and John Lloyd: "We have to excite interest in the enterprise zone"

had two Dutch companies, a Swedish company, two German companies and seven American companies setting up. Outside the zone we have the British Institute of Management, who moved their offices out of London. Pilkington Glass, Oxford University Press and British American Tobacco. Thankfully we are not just a steel town any more."

The Commission for the New Towns, which has the unusual role of acting as a development agency, has just completed its 150th factory and more than 100 factories have been built by private enterprise. CNT manager Maurice Hart said that any town with one massive employer should learn from Corby.

"It is possible to diversify the base," he said. An estimated £400m plus has been invested in Corby since 1979. The town is keen to extend its enterprise zone.

The most successful enterprise zones are in assisted areas. But another Northamptonshire town, Wellingborough, has succeeded in attracting private investment to its enterprise zone, designated last year, with no other government subsidies to offer.

Park Farm, a green field site zoned for industrial use for a number of years, already has 80 per cent of the development land committed. Wellingborough borough council and MP Peter Fry pressed for enterprise

zone designation of the land when the British Leyland foundry in the town closed in 1982 resulting in a job loss of 700.

"It is still early days to see what the total effect of the enterprise zone will be on unemployment but we should get 1,500 jobs there in the next 12-18 months," said Bob Entwistle, director of development. "An enterprise zone is an incentive to the market rather than the market itself and still very much an experiment. Companies are attracted by the enterprise zone status but take in other factors. We have good communications, availability of labour of the right kind and leisure and recreational facilities."

The newest enterprise zone to be designated is the Milford Haven Waterway. Two councils, Preseli and South Pembrokeshire, joined forces to apply for enterprise zone designation of 350 acres of land on both sides of a river estuary in a bid to create jobs in their high unemployment areas.

The designation of the zone, in April this year, raised eyebrows and nobody pretends that it is going to be easy to catch big fish. But it has happened before when oil refineries were built and the councils see no reason why it shouldn't happen again. The enterprise zone covers 13 separate sites but nobody is regarding that as unlucky.

DH

Space is now available at the first of six designated freeports in the UK to be developed as commercial enterprises. The opening of 300,000 square feet of warehouse storage and land at Southampton docks and a warehouse complex of 25,000 square feet plus storage land at Liverpool docks nearing completion coincides with the termination of postponed accounting of VAT which could be a windfall for freeports as it provides cash flow benefits. Since November 2, following a proposal in this year's Budget to withdraw the system under which payment of VAT on imported goods could be delayed, book entry of VAT on goods imported and re-exported

VAT holiday at freeports

will apply only to goods stored at freeports. Since only goods liable to customs duty can be stored in bonded warehouses, ruling out goods from the EEC, this is seen as a significant advantage for the new freeports. On the remaining four sites at Belfast Airport, Birmingham Airport, Prestwick Airport and Cardiff, expected to be operational next spring, warehouses are likely to be developed to order in response to demand.

IF

WHAT DO KIMBERLY-CLARK KNOW ABOUT POLYMER TECHNOLOGY?

At their mill in Flint, Kimberly-Clark apply Polymer Technology to produce Kimcel cloths (industrial wipes) from a specified and researched blend of pulp and polypropylene giving both strength and high absorbency.

Their investment of £15.0m, in Clwyd North Wales, has proved to be a winner since day one. The Clwyd Industry Team were able to provide a 70 acre fully serviced site and the construction project and start-up was completed three months ahead of schedule.

Success in Clwyd can be yours too, we can provide: a/an Enterprise Zone a skilled and highly trainable workforce a/best industrial relations record a/excellent communications a/financial package equal to the best available in mainland Britain.

Call the Clwyd Industry Team now on 0352-2121 and put us to the test, a fast, efficient and professional service is guaranteed. Alternatively write to Clwyd County Council, Industrial Development Division, Shire Hall, Mold, Clwyd CF7 6NB. Telex: 61454.

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WALES

IF

Midlanders invited to invest in themselves

Instead of wringing its hands at the perceived failure of the Government's regional policy to take into account the devastating effects of the economic recession on the once prosperous Black Country, the Labour-controlled West Midlands county council is pursuing its own policy of self-help.

Prompted by the lack of industrial risk investment capital in the West Midlands, which has the second highest rate of unemployment in the UK, the council set up a development capital company in 1982 to help revitalise the region's economy.

The West Midlands Enterprise Board, operating with a grant from the county council from cash levied on the rates, was the first venture of its kind. Now the board is about to promote another — linking with the trade union financial institution, Unity Trust, which will be launching a regional investment bond early next year. The bond, bearing a commercial rate of interest, will give people the opportunity of investing in the industry of their own area.

The scheme, the first of its kind in Britain, will enable WMEB and Unity Trust, a new body jointly owned by the Co-operative Bank and 50 trade unions, to offer a complete investment package to West Midlands companies wanting to expand, diversify or restructure. Since it was formed, the WMEB has approved 24 investments in manufacturing companies resulting in the creation or saving of 2,000 jobs.

Exporting to Fifth Avenue

The board is not a source of subsidies or grants and investments are made on full commercial but competitive terms. The aim is to provide no more than 50 per cent of new capital.

Three of the companies assisted with investment have failed. But others are booming. E. R. Hammersley & Co, Cradley Heath-based manufacturers of men's overcoats, has increased its workforce by nearly 100 after capital injection by WMEB to up-date machinery. The company, which has also increased its exports — it supplies Saks of Fifth Avenue and Bloomingdales — is working towards USM listing in 1986.

A Birmingham precision engineering firm, buying most of its supplies in the West Midlands, has had a £500,000 investment package from WMEB to help buy machinery. Robin Corbett, MP for Birmingham Erdington, where Hare Industries is based, visited the firm's Sparkbrook factory last month. While applauding the initiative of WMEB, Mr Corbett said that the enterprise board's contribution was like taking a spoon to get rid of a flood. But, he said, Hare Industries liked what the board was doing and with its help was able to go ahead with reinvestment and re-equipment. Like most other medium sized engineering factories, its machinery was out of date.

Mr Corbett is among an all-party group of Birmingham MPs which was this week seeing Norman Lamont, Minister of State for Industry, to press for special status to bring in EEC and government subsidies.

Irene Farnsworth

Small businesses encouraging the minister to think big

As well as normal bank sources of borrowings, there are around 100 specialised sources of development and venture capital now available to help new and developing businesses. The number of Business Expansion Scheme funds has now risen above two dozen and David Trippier, Minister for Small Businesses, has indicated that these could be developed further, particularly on a more localised basis.

There are tax relief benefits for those investing under the Business Expansion Scheme.

Banks are increasingly arranging special loans for newer businesses. National Westminster Bank recently notched up its 100,000th business development loan, bringing the total loaned under this scheme to £1.2 bn. These are long-term loans at fixed interest rates. Sometimes a two year holiday from capital repayment is arranged, only the interest being paid during this period.

There is still a plethora of

both factory and office space on the market but small units, sometimes at rents lower than the commercial average, are increasingly being supplied through local community efforts around the country, often the work of enterprise agencies or community projects.

A recent scheme backed by BAT Industries, Britain's third largest company, has turned the

Low failure rate boosts local efforts

old Bon Marche store in Brighton into 65 workshops, 70 small retail outlets and offices for up to 80 small companies.

There have been cash contributions from both the Department of the Environment and the local Lambeth authority into the £3m development which is a non-profit making scheme offering short leases of as little as a month.

Some of the most successful developments have been those where groups of workshops or offices have in-house facilities to be called on, offering secretarial, accountancy and other specialised support literally down the corridor. Impressed by the low failure rates of small businesses in these "sheltered" developments, Mr Trippier has been calling for their expansion.

The progressive reduction in industrial building allowances could bring some changes in industrial building financing because particularly northern developments will become less attractive to those wanting to invest for tax shelter reasons, according to Robin Butler, a consultant with Colegrave Group, specialists in tax effective investment. He forecasts tax-shelter money will switch to enterprise zones some of which he believes have better prospects than others.

DH

Cashing in on science

An upsurge of interest in university-linked science parks, based on an American concept at Stanford, California, is narrowing the gap between academics and industrialists. Much of the initiative is being taken by universities who see science parks as a means of financing research and making a commercial use of land. There is an awareness, too, that a university has a major role to play in its local economy.

The comparatively new name tag for high tech research and application complexes in the

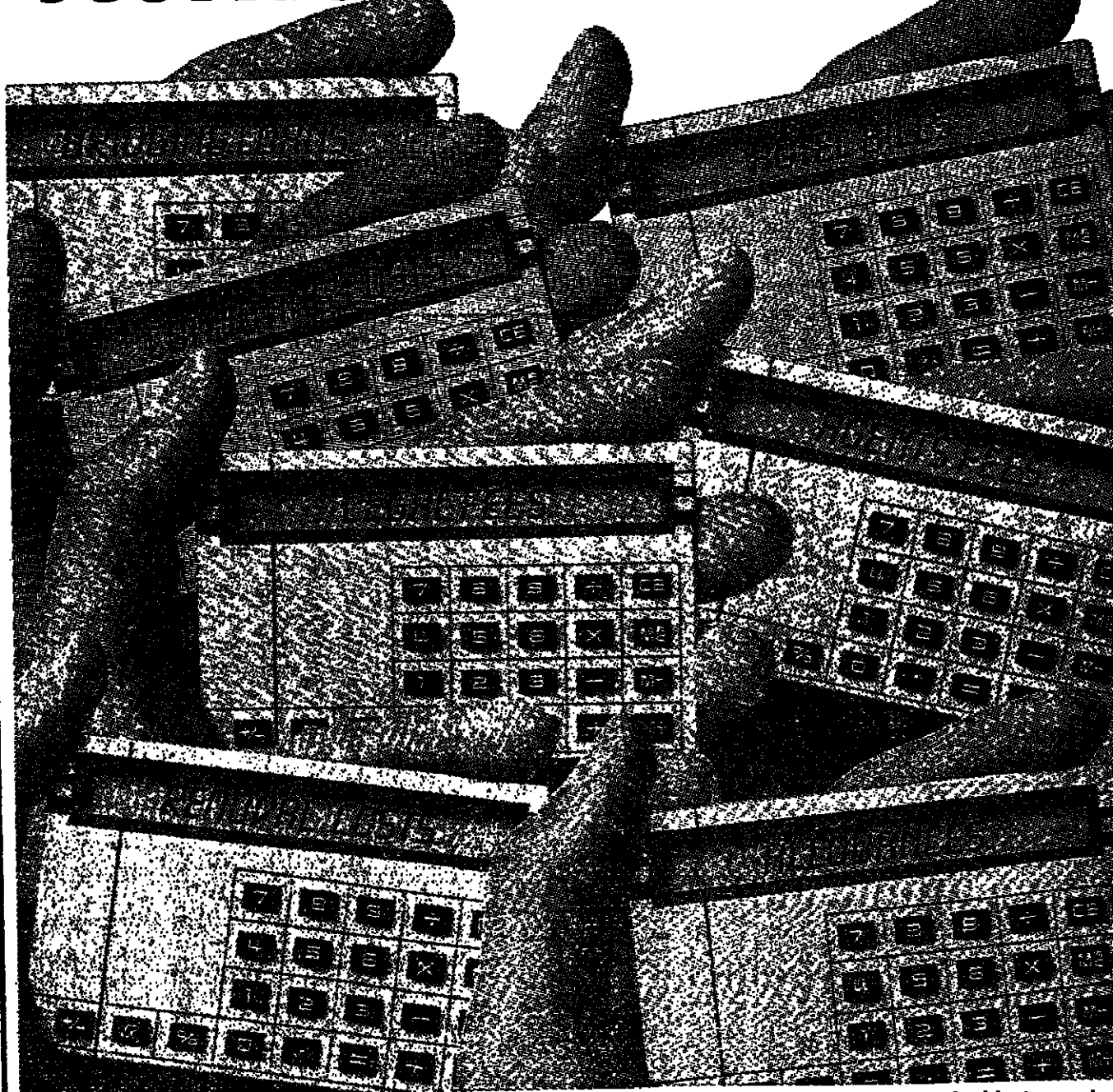
UK has prestige value and developers of industrial estates aiming at the high tech market sometimes describe their sites as science parks, regardless of whether they are geared to operating in conjunction with universities or not.

The unit at Hull University, where Laser Monitoring Systems was set up to sell products or research to finance further work, is one of the latest and the Surrey Research Park, where Grand Metropolitan Biotechnology is the first occupier, is being developed at Guildford linked with Surrey University.

Cambridge Trinity was the first in the field and has a highly successful science park.

IF

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Claimants should ring 0254-53272**

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SHIPPING						
172	James B Potts	185	0	12.1	6.4	6.7
173	St Christopher's	186	0			
174	California	187	0			
175	California (Alameda)	188	0	4.4	3.7	48.9
176	Grac	189	0	14.2	2.4	71.5
177	Harding Shigen	190	0	4.6	3.2	4.1
178	John (La)	191	0			
179	LOFS	192	0			
180	Lyle	193	0			
181	Monroe Docks	194	0			6.4
182	Monroe Docks	195	0	8.4	5.3	11.7
183	P & O Ship	196	0	17.9	8.3	10.8
184	Portland	197	0			
185	Purchnum (Walter)	198	0	7.1	8.2	15.8
186	Tumbolt Scott	199	0	11.4	2.0	15.5

SHOES AND HATS						
190	Fi	195	0	8.2	4.2	16.4
191	Garner Bros	196	0	11.1	6.8	5.1
192	Garner Bros	197	0	4.2	6.1	8.5
193	Landstet Howard	198	0	4.2	6.1	8.5
194	Landstet Howard	199	0			

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● Ex dividend, a Ex aff, b Forecast dividend, c Corrected price, d Interim payment passed, e Price at suspension, f Dividend and yield exclude a special payment, g Bid for company, h Pre-merger figures, i Forecast earnings, j Ex capital distribution, k Ex rights, l Ex scrip or share split, m free, y Price adjusted for late deaths... No significant diff

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THE TIMES

1000

1984/85

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Moulinex

RESULTS OF THE 1ST HALF YEAR 1984

At its meeting on 26 October 1984, the Board examined the Company's results as at 30 June 1984. These results are as follows (in millions of French Francs)

	1st half year 1984	1st half year 1983
Turnover	1,393	1,166
Trading Profit	61.8	75.4
Current Profit Before Tax	26.5	50.1
Net Profit After Tax	31.0	55.0
Gross Margin in Autofinancing	96.9	91.3

(1) ACTIVITY

Compared with the same period of the previous year, the turnover of Moulinex SA increased by 8% in the French market and by 27% in the foreign markets.

Our sales volume in constant francs has thus increased. The turnover at the end of September confirms this trend and the end of the year is favourably forecast since sales during the month of October will have progressed by 50% in comparison to October 1983.

Newly launched products (irons) as well as the sales development of products such as micro-waves have largely contributed to this change.

Other products (non-stick pans, new range of vacuum-cleaners) should have a positive influence on our expansion from now until the end of the year.

(2) FINANCIAL RESULTS

A policy of investment has been pursued. Investments during the first half year 1984 amounted to 79 million francs, the largest proportion of which will go towards improving productivity. The positive effects of these investments will be felt as early as the end of the year.

It should be noted that depreciations amounted to 83 million francs i.e. an increase of 12 million in comparison to the previous year.

COMMERCIAL PROPERTY

Arlington seeks full quote

By Judith Huntley

Business parks developer faces a test of its success in the West Midlands

Arlington Securities, the highly successful developer of British business parks, is to sell its talents to the public before too long. The company intends going for a full quotation on the stock market towards the end of next year, setting the seal on its rise to fame, and presumably fortune, in the field of high-technology development.

The company has made its name by building that hybrid of development, the quality industrial building with a high office content in the favoured south of the country.

Now it is turning its attention to an area most property men have shunned in the recent past - the West Midlands. Arlington, in conjunction with the Hayward Group, a local developer, is achieving the outcome of a decision by the Secretary of State for the Environment as to whether a large site next to the National Exhibition Centre, near Birmingham, will be rezoned for high technology development.

If it is, Arlington through its

institutional contacts, will have the job of raising the money to finance the development. The land element will be contributed by Hayward and both partners in the scheme will have a 50 per cent stake in the development. One of Arlington's 30 institutional shareholders, possibly the Philip Hill Investment Trust, will be asked to back the project.

Arlington's proven track record in the field of high technology development has attracted Hayward to join with the company and the prospect of getting one of the best sites in the West Midlands for a new scheme must have appealed to Arlington.

Arlington's US connections and those of Strutt & Parker, which advises the company on its developments, are also being called in to play on the West Midlands proposal. Hayward is hoping to get one or two US computer companies to establish themselves on the site and Arlington's success in doing this elsewhere will be invaluable.

But if Arlington's success is now well established, it has not always been that way. The funding institutions which are now prepared to back high-technology development, were extremely wary of the idea initially. Arlington's financial

director, Mr Patrick Vaughan, an ex-Singer & Friedlander man, admits that the first phase of the Globe Park development in Marlow, Buckinghamshire, started life as a conventional industrial estate. It was a joint venture with Globe Investment Trust which came in with Arlington in 1980, at the same time as the Allied Electra Trust, both among its largest institutional shareholders.

However, it became apparent that the market wanted more than just a standard industrial shed and Arlington took the advice of Strutt & Parker in raising the office content at Globe Park and improving the quality of the buildings. The policy paid off. Rank Xerox is building a 250,000 sq ft headquarters at Globe Park and Arlington has just sold a 2.8 acre site there to Jet Valve at a healthy £1m an acre.

As Mr Raymond Mould, Arlington's managing director, points out, the speed of take-up at Globe Park is an endorsement of the approach to development which made the institutions nervous even three years ago. He and Mr Vaughan, who have been working together since 1969 and at Arlington since 1976, are advocates of proper market research into what the customers want.

In this instance, the customers are potential tenants in the communications industries who are prepared to pay for a

building in surroundings their staff and management like. Low density is a prerequisite for a good business park exemplified by the company's scheme at Newbury, Berkshire, which has its initial £12.5m phases funded by PostTel. The same philosophy applies to its Solent Business Park in Fareham, Hampshire, where up to 2 million sq ft of space is to be built on 150 acres.

Arlington is also developing a mixed commercial and leisure complex including a marina, in Portsmouth's North Harbour. It is the first leisure scheme the company has done but Mr Vaughan argues that the creation of an attractive environment will be enough to lure housebuyers, retailers and tenants for the planned 100,000 sq ft of offices.

Some of these large developments will be coming on stream over the next 18 months so Arlington will be coming to the market before they reach fruition. But its earlier success should make it attractive.

The company had a private placing of shares last November through its advisers, Morgan Grenfell, the merchant bank, and de Zoete & Bevan, the stockbroker, which valued the company at more than £13.5m. The same firms will be responsible for floating Arlington next year but the company is keeping quiet about how much it hopes to raise.

Developer close to a shopping coup

● Cameron Hall Developments, the Tyneside developer building the Metro Centre in the Gateshead enterprise zone, could well have pulled off a coup. The company is close to signing up Marks and Spencer for a 150,000 sq ft of town store. If it succeeds, Cameron Hall will have pre-let more than 250,000 sq ft in the Metro Centre. It has already pre-let 150,000 sq ft to Carrefour in the £56m, 750,000 sq ft shopping and leisure complex. The Metro Centre Talks are underway with M & S, for a new style store in line with the company's intention of developing larger stores out of town. It looks as if M & S will venture into flat pack furniture and even home computers in such a store.

Mr John Hall, the chairman and managing director of Cameron Hall, says he has

already sold the Carrefour development as an investment on the leasing market and the aim would be to do the same with the M & S store.

The fact that The Metro Centre is an enterprise zone means that the developer can take advantage of the 100 per cent capital allowances.

● Hill Samuel Property Management has come out with interesting findings on the relative performance of the different property sectors. Its latest method of analysing property shows that in the 15-year term, industrial property in general and in the South-east in particular, will show the highest real returns over any other property investment, including today's most sought after investment, retailing.

Mr Anthony Gaiskell, the managing director, has devised a way of assessing property

performance up to 15 years ahead taking into account the likely depreciation of the property, its initial yield, the level of inflation and the real yield.

The result of this analysis on Hill Samuel's £200m portfolio of managed property shows real yield overall is 5.26 per cent at the end of 15 years with industrial property in the South-east achieving the highest return at 6.5 per cent and industrial property in the rest of the country reaching 6.4 per cent. The office sector returned only 4.3 per cent outside the south-east with offices in this favoured area showing a 4.37 per cent real return.

● The cost of occupying offices in New York has outstripped those in the City of London for the first time. The latest survey of international

office rents and occupation costs by Weatherall Green & Smith reveals New York as the most expensive area in which to have offices. However the firm points out that 20 per cent of the 60 per cent rise in total costs in midtown New York is due to the strength of the dollar. Overall costs in Paris are now half those in London.

● Another battle on the retail front looks likely in Stevenage, Hertfordshire. Greycoat Shopping Developments has been given planning permission for a 73,000 sq ft retail scheme at Westgate in the town centre. But on a site cheek by jowl with the Greycoat scheme, Trafalgar House Properties is planning an even larger shopping centre.

The Town Centre North plan, as the THP scheme is known, has 177,000 sq ft and the developer is waiting for detailed planning consent

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The Interim Statement for the half-year ended 31st October 1984

The Directors are pleased to announce that profits earned in the six months to 31st October, 1984 were substantially higher than in the comparable period in 1983.

Interest rates were volatile and market conditions difficult, but the swing in base rates of five percentage points provided ample opportunities for active trading.

Prospects for the second half of the year at present look favourable, although markets are likely to remain unsettled.

Our new wholly-owned subsidiary, Cater Allen Bank (Jersey) Limited, has opened for business and we are very pleased to have this opportunity to develop our activities in the Channel Islands.

The Board has declared an interim dividend of 8p per £1 ordinary share (1983: 8p) on the capital as increased by the 1 for 3 rights issue in July. The dividend will be paid on 4th January, 1985 to those shareholders registered at close of business on 6th December, 1984.

Cater Allen Holdings PLC

1, King William Street, London EC4N 7AU

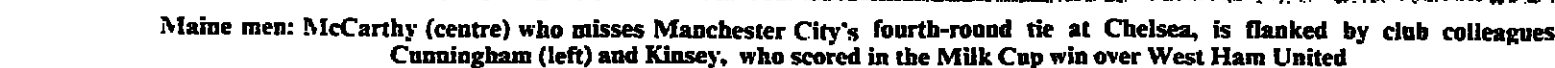
Telephone: 01-623 2070

1983-84			1982-83			1981-82			1980-81			1979-80			1978-79			1977-78			1976-77			1975-76			1974-75			1973-74			1972-73			1971-72			1970-71			1969-70			1968-69			1967-68			1966-67			1965-66			1964-65			1963-64			1962-63			1961-62			1960-61			1959-60			1958-59			1957-58			1956-57			1955-56			1954-55			1953-54			1952-53			1951-52			1950-51			1949-50			1948-49			1947-48			1946-47			1945-46			1944-45			1943-44			1942-43			1941-42			1940-41			1939-40			1938-39			1937-38			1936-37			1935-36			1934-35			1933-34			1932-33			1931-32			1930-31			1929-30			1928-29			1927-28			1926-27			1925-26			1924-25			1923-24			1922-23			1921-22			1920-21			1919-20			1918-19			1917-18			1916-17			1915-16			1914-15			1913-14			1912-13			1911-12			1910-11			1909-10			1908-09			1907-08			1906-07			1905-06			1904-05			1903-04			1902-03			1901-02			1900-01			1899-00			1898-99			1897-98			1896-97			1895-96			1894-95			1893-94			1892-93			1891-92			1890-91			1889-90			1888-89			1887-88			1886-87			1885-86			1884-85			1883-84			1882-83			1881-82			1880-81			1879-80			1878-79			1877-78			1876-77			1875-76			1874-75			1873-74			1872-73			1871-72			1870-71			1869-70			1868-69			1867-68			1866-67			1865-66			1864-65			1863-64			1862-63			1861-62			1860-61			1859-60			1858-59			1857-58			1856-57			1855-56			1854-55			1853-54			1852-53			1851-52			1850-51			1849-50			1848-49			1847-48			1846-47			1845-46			1844-45			1843-44			1842-43			1841-42			1840-41			1839-40			1838-39			1837-38			1836-37			1835-36			1834-35			1833-34			1832-33			1831-32			1830-31			1829-30			1828-29			1827-28			1826-27			1825-26			1824-25			1823-24			1822-23			1821-22			1820-21			1819-20			1818-19			1817-18			1816-17			1815-16			1814-15			1813-14			1812-13			1811-12			1810-11			1809-10			1808-09			1807-08			1806-07			1805-06			1804-05			1803-04			1802-03			1801-02			1800-01			1799-00			1798-99			1797-98			1796-97			1795-96			1794-95			1793-94		
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● Ex div. ■ Asked. c Ex distribution. h Bid. k Market closed. n New issue. p Stock split. r Traded. y Unquoted.

longer ride for Honda, the Japanese constructor's French representative said here yesterday. The French rider is expected to sign for another Japanese team, Yama-

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LITTLEWOODS POOLS RULES AMENDMENTS
 With effect from Saturday 17th Nov. 1984
 the Rules are amended as follows

Rule 9(a) for "2/3 penny" substitute "4/5 penny"
 Rule 9(b) (i) for "£750,000" substitute "£900,000"
 Rule 9(c) (ii) for "£750,000" substitute "£900,000"

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GOLF

Britain and Ireland four strokes behind US

Hongkong (AFP) - The United States, the defending champions, had a seven-under-par 209 to take a four-stroke lead from Britain and Ireland in the opening round of the Eisenhower Cup, the world's oldest amateur team golf championships, here yesterday.

Four-man teams from 38 countries took off yesterday morning on the 5,938-yard par-72 composite course at Fanning. The highlight of the day was a hole-in-one for Kandy Sommer of the United States, on the 192-yard par-three eighth hole. The 35-year-old Texan used a five-iron to score the fourth ace of his career.

Sommer and Jay Sigel, who has played four times in the Eisenhower Cup, both returned two-under 70s while their teammates, Scott Turner, a plunk, was one shot better on 69.

The combined team of Britain and Ireland had a three-under-par 213 with David Gifford recording a four-under 68, Garth McGimpsey a 70 and Colin Montgomery a 75.

Argentina were one stroke behind on 214 thanks to Luis Carbonetti's 68, Jaime Nogueira and Fernando Chiesi both returned with 73. New Zealand's Greg Turner hit the day's lowest score, a five-under-par 67.

The 21-year-old Oklahoma university student sank seven birdies, including five on the in-hand half and dropped a stroke on the second and 13th holes.

In this four-day tournament only the best three of the four scores each day count towards the team total score.

At the biennial meeting of the World Golf Council on Tuesday, Venezuela was chosen as the host country for the next championships in 1986. The Eisenhower Trophy and the women's Espirito Santo Cup, won by the United States here last week, will be played in Caracas in October of that year.

LEADING TEAM TOTALS after United States 209, Japan 210, Argentina 211, New Zealand 212, Canada 213, Spain 214, Sweden 215, Denmark 216, France 217, Australia 218, South Africa 219, Ireland 220, Scotland 221, Wales 222, Germany 223, Italy 224, Belgium 225, Netherlands 226, Czech Republic 227, Slovakia 228, Hungary 229, Poland 230, Czechoslovakia 231, Yugoslavia 232, Bulgaria 233, Romania 234, Greece 235, Turkey 236, USSR 237, East Germany 238, West Germany 239, Austria 240, Switzerland 241, Luxembourg 242, Liechtenstein 243, Monaco 244, San Marino 245, Malta 246, Cyprus 247, Israel 248, Jordan 249, Lebanon 250, Syria 251, Iraq 252, Kuwait 253, Saudi Arabia 254, United Arab Emirates 255, Oman 256, Qatar 257, Bahrain 258, Brunei 259, Malaysia 260, Singapore 261, Philippines 262, Thailand 263, Vietnam 264, Laos 265, Cambodia 266, Myanmar 267, Bangladesh 268, Pakistan 269, Afghanistan 270, India 271, Nepal 272, Bhutan 273, Sri Lanka 274, Maldives 275, Brunei 276, Malaysia 277, Singapore 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Apply in confidence to Laura Jones, Alfred Marks Recruitment Consultants, 29 Duke St, London W1 or telephone 01-486 7620.

SEAPLACE

Reporting line of all related matters and resources located in pleasant offices in Fulham and the excellent facilities of the company's own premises. The successful candidate will be responsible for the day-to-day running of the company's secretarial and administrative services. The successful candidate will be responsible for the day-to-day running of the company's secretarial and administrative services. The successful candidate will be responsible for the day-to-day running of the company's secretarial and administrative services.

MR K. HARDWICK,

Seaplace International Ltd., 296 Wandsworth Bridge Road, London, SW6, 2UA. Tel. 01-731 7381

ARTS INTERNATIONAL

specialises in worldwide TV and video marketing and distribution of music and arts programmes.

The Sales Manager requires a PA/Secretary. Excellent secretarial and organisational skills, initiative and a cool head are crucial. Knowledge of the arts and of languages desirable. Central London based; salary by negotiation. Please apply with full CV to Alyson Wood, Arts International Ltd, 32 Eccleston Square, London SW1V 1PB.

RECEPTIONIST
FOR CO.

£7,000

This is a very exciting and varied role. The successful candidate will be responsible for the day-to-day running of the company's secretarial and administrative services. The successful candidate will be responsible for the day-to-day running of the company's secretarial and administrative services. The successful candidate will be responsible for the day-to-day running of the company's secretarial and administrative services.

MAYFAIR RECEPTIONIST

£7,500

Our client is a well established and very successful company with a reputation for excellence. The successful candidate will be responsible for the day-to-day running of the company's secretarial and administrative services. The successful candidate will be responsible for the day-to-day running of the company's secretarial and administrative services. The successful candidate will be responsible for the day-to-day running of the company's secretarial and administrative services.

Bernadette of Bond St.

Recruitment Consultants

Tel: 01-486 7620

Interior Decorators

Mrs Munro Ltd

Are looking for an experienced person to run their Knightsbridge showroom.

Tel: Miss Arkey

01-588 5052

SECRETARIAL OPPORTUNITIES

I have 2 interesting vacancies for secretaries with good shorthand/typing skills. The successful candidate will be responsible for the day-to-day running of the company's secretarial and administrative services. The successful candidate will be responsible for the day-to-day running of the company's secretarial and administrative services. The successful candidate will be responsible for the day-to-day running of the company's secretarial and administrative services.

EXCELLENT SALARIES

Tel: Carol Williams 01-627 29064

£9,000 plus

FILM & VIDEO FACILITIES COMPANY requires

AN ASSISTANT

to work in its Booking and Allocation Department. This is an administrative post requiring exceptional efficiency and attention to detail. It will be occasionally necessary to work long hours at short or no notice. The suitable applicant will probably be 24 years or under, able to drive. Salary £9,000 pa. 4 weeks paid holiday.

Applications in writing only to:

Paul Kingsley, Managing Director,
Crown Film and Television Services Ltd,
12 Wendell Road, London, W12 9RT

SECRETARY/PA

An expanding public company based in Chesham, Bucks, require an experienced Secretary/PA. The successful candidate will be responsible for the day-to-day running of the company's secretarial and administrative services. The successful candidate will be responsible for the day-to-day running of the company's secretarial and administrative services. The successful candidate will be responsible for the day-to-day running of the company's secretarial and administrative services.

Telephone Mr A. Bowen

0572 66207

TOUGH ROOKIE

You'll be reluctant to direct us to co-ordinating a team of creative individuals running a Dept. And busy with impossible deadlines. You'll be committed. This is a challenge. The successful candidate will be responsible for the day-to-day running of the company's secretarial and administrative services. The successful candidate will be responsible for the day-to-day running of the company's secretarial and administrative services. The successful candidate will be responsible for the day-to-day running of the company's secretarial and administrative services.

Rings on now.

LOVE & TATE APPTS

283 0111

INVEST IN YOUR FRENCH

£9,000 + BONUS

If you have fluent French and would like to use it in a prestigious and challenging financial environment, a young American director needs your help now. Working as his secretary with a well established investment company close to St. Paul's you will have plenty of contact with European clients. You must be energetic with good skills (50/50 60/40) and willing to become fully involved in the running of the company, setting out of travel arrangements and providing him with secretarial back-up. Age 23-30, a financial background would be an asset but is not essential.

PLEASE CALL 981 3636

Crone Conkall

Newman Consultants

THE RITZ in the City

RECRUITMENT CONSULTANT

28-10K + Comm L'Pool St.

Ritz Recruitment, part of the expanding IPP Group of Companies, is one of London's most successful professional Recruitment Consultants for secretarial and administrative positions.

We are currently looking for an experienced Recruitment Consultant capable of providing a top level service to clients and applicants. Personality and a positive, enthusiastic attitude are essential, coupled with the self motivation to succeed in a young, progressive team of professionals. We will provide you with total back up and the commitment you need to achieve very high earnings.

Contact Joy Severson on 01-283 1555

RITZ RECRUITMENT, 133 MIDDLESEX ST., BISHOPSGATE, LONDON E1 7JF. TELEPHONE: 01-283 1371

Personal Assistant

Knightsbridge to £8,000

We need someone intelligent and reliable with a pleasant personality to join a small, friendly team involved in management recruitment and other personnel-related work.

You must have good secretarial skills (60 wpm typing and WP experience), and the organisational ability to carry out a wide variety of administrative tasks. A good telephone manner is important; a sense of humour essential.

Please send CV and details of current salary, to Peter Greenaway, PA Personnel Services, Hyde Park House, 60a Knightsbridge, London SW1X 7LE.

Secretary/PA

New Business Venture

We are a recently formed Agency in WC1 providing a sales promotion and marketing service to many of the Country's leading M.C.C. companies.

Working with a team of experienced Directors, your role will be to assist with the administration of the Company. This is a genuine opportunity for an ambitious, self starter to grow with the Company. Good shorthand/typing skills essential. Starting salary c£5,500 - £7,000.

Please write with full details to Lorraine Pullen, 45 Gower St, London WC1.

PA TO MANAGING DIRECTOR

CITY & NEGOTIABLE

Lighten our Managing Director's schedule and enjoy liaising with many branches of our recruitment agency nationwide. Ideally you should have a positive approach, combined with realistic personality and competent secretarial skills although these will only be used 20% of your time. Other duties will include coordinating advertising, supervising junior staff and occasional travel in the UK with the Director. If you fill all these criteria and would like to discuss this challenging opportunity please contact:

DIANE OR JOANNA now on 01-588 0781

INFORMATION OFFICER,
AMERICAN CHAMBER
OF COMMERCE (UK)

We require a person with ultimate knowledge of US to answer multiple enquiries from companies wishing to do business in the USA. Must be a graduate of American University, articulate and personable. Ideally an American but British person with long residence and US education would qualify. UK pay scaled position.

Office location:

75 Brook Street, London W1.

Please send CV to:

Harry Cresswell,

Director General

SALES SECRETARY

Energetic, self-motivated, career orientated person for a busy Far East de luxe hotel company. London sales office. Excellent secretarial skills essential. French language preferred.

Please send CV to MIHL, 15

Newbridge Street, London, EC4V 6AU.

HOUSE OF COMMONS

Department of the Secretary of State

PERSONAL SECRETARY

to the Communications Minister. Good shorthand/typing skills. The post is permanent and involves a high degree of responsibility. The successful candidate will be responsible for the day-to-day running of the company's secretarial and administrative services. The successful candidate will be responsible for the day-to-day running of the company's secretarial and administrative services. The successful candidate will be responsible for the day-to-day running of the company's secretarial and administrative services.

For further details and application form

write to: The House of Commons, Office of the Secretary of State, 11, Downing Street, London SW1A 2AA.

The House of Commons, Office of the Secretary of State, 11, Downing Street, London SW1A 2AA.

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The House of Commons, Office of the Secretary of State, 11, Downing Street, London SW1A 2AA.

General Appointments

Fire Service Inspectorate

London based appointments

HM Inspector-Dangerous Substances (1 post)

...to assess and provide technical advice, information and guidance on chemical, explosive, radio-active and other hazardous substances. This involves keeping abreast of developments in government and industry, legislation in international fields and local authority fire brigades. It includes membership of technical committees and liaison with specialists at home and abroad. Candidates must have wide fire service and relevant experience in the UK at senior level, and possess the ability to work with scientific and technical staff and with senior management in central and local government. Specialist knowledge of dangerous substances or ability to absorb such knowledge essential.

HM Inspector-Fire Prevention (2 posts)

...to be primarily concerned with the inspection of fire prevention work undertaken by local authority fire brigades, and for providing them with an advisory service on relevant problems including the implementation of the Fire Precautions Act 1971.

and other legislation. Enforcement of the Fire Precautions Act 1971 in respect of premises owned or occupied by the Crown is an additional responsibility. There is considerable involvement as a member of technical committees and the preparation of technical memoranda. Candidates must have wide local authority fire service experience in the UK at senior level and have attended a long course or both the Inspecting Officer and Advanced Fire Prevention courses at the Fire Service College. They must have the ability to work effectively with senior management in central and local government.

All posts involve some travelling in England and Wales, and exceptionally elsewhere.

SALARY as Inspector Grade II: £19,270-£21,380.

For further details and an application form (to be returned by 30 November 1984) write to Civil Service Commission, Alcon Link, Basingstoke, Hants, RG21 1JB, or telephone Basingstoke (0256) 468551 (answering service operates outside office hours). Please quote ref: G/6392.

Home Office

The Civil Service is an equal opportunity employer

BURSAR NATIONAL TRAINING CENTRE NOTTINGHAM

c. £11,500 p.a.

The Automobile Association is a national organisation employing some 9,000 plus people. In addition to the long established service provided to motorists, a process of diversification has taken the Association into the areas of travel, insurance, information services, retailing and publishing.

As a fast growing professional organisation, we are dedicated to the training and development of our staff, much of which is undertaken at the Association's National Training Centre at Widmerpool in Nottinghamshire involving attendance by some 3,500 staff annually on various courses.

Owing to the forthcoming retirement of the present incumbent the post of Bursar will become vacant at the Centre. The overall responsibility of this post is to plan and control the administrative functions of the Centre incorporating the areas of accounting and property management.

Applications are invited from candidates who have gained experience in a similar role in a training or educational establishment, or who can offer experience in a senior administrative capacity in a similar environment. Equally, applications would be welcome from those leaving H.M. Forces who have held a rank which equips them with the administrative background to fulfill the duties inherent in this post.

The post is non-residential and in addition to a salary of c. £11,500 p.a., offers appropriate benefits. Assistance with relocation will be provided where appropriate.

Interested candidates are asked to telephone The Manager, Personnel Services, Tel. Basingstoke (0256) 462917.

THE AUTOMOBILE ASSOCIATION
Fanum House, Basing View, Basingstoke, Hants. RG21 2EA.

Police Staff College, Bramshill, Hants

Deputy Head of Department (Principal Lecturer)

The Police Staff College is the centre for higher training for the police forces of England and Wales and is also attended by officers from other forces in the United Kingdom and from overseas. The Director Staff of the College consists of police officers and civilian tutors who co-operate closely in directing residential courses of varying but substantial length. The Department of Police Operations covers areas of study concerning the implementation of Policing Strategy, the Maintenance of Public Order, the Management and Investigation of Major Crime, the Policing of Terrorism, Computing Systems Training, the Policing of Major Incidents, Complaints and Discipline, Criminal Intelligence Systems, Operations Research and Police Systems Studies.

Deputy Head of Department will be responsible to a senior police officer as Head of Department. As the latter will be seconded to the College for a comparatively short tour of duty, a particularly important function of the Deputy will be to provide an essential element of continuity. person appointed will assist with the planning, preparation and co-ordination

of courses; supervise the preparation of modules, exercises, specialist studies and short courses, teach in the Department's area of study; deputise for the Head of Department; and have responsibility for day-to-day administration.

Candidates should normally have a degree with 1st or 2nd class honours or an equivalent or higher qualification in an appropriate academic field. (This could include Politics, Computing, Criminology, Systems Science or Police Studies.) They must have experience of educational administration and innovation at a senior level and preferably have a general interest in national developments affecting the Police Service or experience as a Police Officer.

Salary: £14,705-£18,495. Starting salary within the range according to qualifications and experience.

For further details and an application form (to be returned by 30 November 1984) write to Civil Service Commission, Alcon Link, Basingstoke, Hants, RG21 1JB, or telephone Basingstoke (0256) 468551 (answering service operates outside office hours). Please quote ref: G/6392.

Home Office

The Civil Service is an equal opportunity employer

Company Secretary/Lawyer

London W1 **ISC** From £30,000 Package

Our Client, International Signal and Control Group PLC, is a fast expanding Anglo-American Group which markets and exports high technology defence equipment and expertise worldwide. To support this growth, it is now seeking to appoint an experienced Company Secretary to join the Corporate staff in London.

Reporting to the Board, you will be totally responsible for all the Group's Secretarial duties normally associated with a public company, and legal matters within the UK. Additionally you will liaise with their US Counsel on international legal matters when required.

Probably aged up to 40, you will be a barrister or solicitor, with extensive experience of contract law and UK and international law, ideally gained within an industrial or commercial environment.

An enthusiastic and self-motivated personality, combined with real commercial flair and outlook are key factors needed for this role.

To apply please write enclosing a full Curriculum Vitae to Rebecca Goddard, quoting Reference 8693.

Lloyd Chapman Associates

160, New Bond Street, London W1Y 0HR 01-408 1670

MARKETING AND CUSTOMER SUPPORT MANAGER

A small group of companies located in south London and making capital equipment for induction heating and tube welding wishes to recruit a suitably qualified and experienced person to take charge of their U.K. and international marketing operations.

Sales are made to industrial customers throughout the world.

A strong creative personality is required with the ability to plan and direct effectively. Applicants should possess a recognised marketing qualification and a degree or experience in electrical, electronics or mechanical engineering of capital goods.

For the right person this is a unique opportunity and could lead to a Directorship.

Please apply giving full career details to Mrs Jean Simmonds, Electroheating Lombard Road, Merton, London SW19 3XH. Tel: 01-540 7241.

Tank Museum - Bovington, Dorset

ASSISTANT CURATOR

The Museum contains the largest and most comprehensive collection of armoured fighting vehicles in the world and deals with every aspect of 20th Century armoured vehicles and has a secondary role as a source of military instruction to the adjacent Armour School. Duties will include the general supervision of 30 full or part-time staff, assisting with the maintenance of accounts and deputising for the Accountant; acting as project officer for new building works and maintenance of existing property; liaising with the Workshop Officer regarding preservation and conservation of vehicles and equipment; exhibiting and assisting the Librarian; and escorting visitors.

Candidates must be familiar with the work of the Royal Armouries.

Corps and possess a sound knowledge of past and present equipment. Knowledge of armoured fighting vehicle technology and of the Corps history desirable. Service in a relevant Corps and museum experience advantageous.

Salary: An Officer Grade F; £20,115-£24,450. Starting salary according to qualifications and experience.

For further details and an application form (to be returned by 29 November 1984) write to Civil Service Commission, Alcon Link, Basingstoke, Hants, RG21 1JB, or telephone Basingstoke (0256) 468551 (answering service operates outside office hours). Please quote ref: G/6392.

Ministry of Defence

The Civil Service is an equal opportunity employer

Entrepreneurial Underwriter sought for Liverpool Head Office

Last year Liverpool and London increased their club's turnover very substantially creating a broader spread of risk and a strengthening of services to members. L & L's recent expansion has created the need to strengthen our management team in the underwriting area.

We are therefore looking for an underwriter with a relevant professional/management/financial qualification (ACA, MBA, ACIL etc). The right person will have entrepreneurial and marketing flair with proven success in their field. Career prospects at L & L are excellent and a fully comprehensive remuneration package is offered. The successful applicant will probably be between 28 and 40.

Apply in confidence to: J.D. Gregson Esq., Managing Director, Grayhill Limited, Managers, Liverpool and London Steamship Protection & Indemnity Association Ltd, Equity and Law House, 47 Castle Street, Liverpool L2 9UB. Telephone: 051-236 3777.



LIVERPOOL & LONDON P&I

MERCHANDISING DIRECTOR BUSINESSWOMAN/MAN c.£20,000

The Rack, a specialist retailer, is embarking on the next phase of its expansion with one of the largest store groups in the U.K. We are seeking a person to join our senior management team in London. Candidates, aged 28 - 35, should have good taste and a flair and "feel" for merchandise with the ability to recognise fast moving lines, react quickly, find suppliers, judge their capabilities and negotiate. She/He should be free to travel, with the dedication to achieve the highest level of success with steadfast financial rewards. Above all we need someone with business and fashion sense who will act with single minded determination to achieve bottom line results. Italian language an advantage.

All applications treated in strict confidence. Please write to or telephone The Chairman, The Rack Limited, 2 Montpelier Street, Knightsbridge, London, SW7 Telephone: 01 225 1166



The All England Lawn Tennis & Croquet Club Wimbledon

MARKETING DIRECTOR

The Club stages the world's premier Lawn Tennis Championships and expansion of its substantial international commercial operations now necessitates this new post to supplement the existing management team.

Reporting to the Chief Executive, responsibility will be to manage and develop the already numerous worldwide merchandising interests of The Championships, Wimbledon, as well as enhancing the name of Wimbledon internationally.

Candidates will have had considerable international buying or marketing experience in the sports goods/leisure wear/clothes industry and be able to show proven recent success in a relevant senior management position. Knowledge of trademark law would be an advantage.

An attractive remuneration package will be negotiated and, as a guide, candidates not earning well into five figures will be unlikely to have had the necessary experience. There will be a considerable travel element in the role.

Please send full career details to the Chief Executive, The All England Lawn Tennis Club, Church Road, Wimbledon, SW19 5AE. Please mark the envelope "Private and Confidential - Addressee only."

Strategy Consulting

THE LEK partnership was founded 20 months ago by three former partners of a major US Strategy Consulting firms. We have since formed a partnership with PA Consulting Group to provide strategy consulting services to leading companies in the United Kingdom and abroad. Due to extraordinary demand for our services. We require highly qualified lead expansion of our practice. If you would be interested in learning more about LEK please contact us in total confidence:

The LEK Partnership

8 St James's Square
London SW1

Sales Representative (Construction Industry) Greater London and Surrey

Catnic Components are market leaders in the manufacture and supply of steel lintels and steel components to the Building Industry. We are a progressive and expanding company with an annual turnover rapidly approaching £35m.

We require a Sales Representative (male or female) to be based in and work throughout the Greater London and Surrey area servicing Builders Merchants, Builders and Specifiers.

Ideally aged 25-35 candidates should be experienced sales professionals with a proven track record in selling to the Building Industry.

We offer an attractive salary plus commission, company car, 5 weeks annual leave and contributory pension scheme.

calnic a member of the RTZ Group

Applications in writing to: Mr E J Turner, Sales & Marketing Manager, Catnic Components Ltd, Poxworthy Estate, Caerphilly, Mid Glamorgan CF8 2WL Tel 0222 885665.

SALES DIRECTOR

Middle East

Based in (tax-free) Monaco

You are probably between 30 and 45 with a proven sales record in the Middle East, preferably in personalised luxury lines - fashion accessories, jewellery, watches, etc.

Successful applicant will be required to live in Monaco, travel frequently to the Middle East, be creative, innovative and resourceful.

Generous remuneration and good prospects for the right person.

Interviews in Monaco or London. Write in the first instance to:

Chief executive officer
Sensotron Technology Limited
Administrative office: care of
Moore Stephens & Co
31, Ave Princess Grace, Monte Carlo, Monaco

US EQUITY SALES

Leading NYSE firm needs an aggressive young Equity Salesperson, for their London office. He must have experience of the US market. The successful candidate will probably speak fluent French. Pay will be competitive.

Box 0530 R, The Times

Large tourist organisation in the Algarve requires

Highly Qualified Accountant

preferably acquainted with Portuguese accounting system and language. Applications in writing with CV to:

VALE DO LOBO LDA
5104 VALE DO LOBO, ALGARVE, PORTUGAL

General Appointments

DEPUTY DIRECTOR

This post provides a unique opportunity for a woman or man of stature and commitment to help through OXFAM some of the poorest people in the world.

As well as acting for the Director across the whole range of OXFAM's work, the Deputy will have particular responsibility for ensuring the effectiveness of OXFAM's administration and management and for directing our Communication Services. The precise boundaries of the job will be determined by the personality, skills and experience of the successful candidate and the personal contribution s/he can make to OXFAM's work.

The appointment will be based in Oxford for a term of about two years and calls for a mature woman or man with extensive administrative and management experience, who is a good communicator, has a deep commitment to OXFAM's objectives and is able to work effectively in a highly participative voluntary organisation. The preferred age range is 35-50. The salary range of £16,000-£19,000 is deliberately lower than the salary which would be paid for equivalent responsibilities in other organisations.

Telephone or write for an application form and further details to Personnel Director, OXFAM, 274 Banbury Road, Oxford OX2 7DZ (0865 55777 Ext. 204). Please quote reference DD/MC 3

OXFAM IS AN EQUAL OPPORTUNITY EMPLOYER



QUANTITY SURVEYORS

Washington DC

Marriott Corporation, whose headquarters are in Washington DC, is an international leader in the design and construction of hotels, condominiums and restaurants.

Due to the continuing expansion of our operations, career opportunities now exist for Quantity Surveyors to be located at Corporate Headquarters.

Qualified applicants should have:

- ★ ARICS degree or equivalent;
- ★ A progressive record of achievement in the construction cost planning and cost control field;
- ★ Five years' post qualification experience in highrise multi-million pound projects;
- ★ Experience in the preparation of conceptual and definitive estimates.

Position offers a competitive salary and benefits package commensurate with experience.

For immediate consideration, please submit resume and salary history to:

Mr Werner Aetherhard,
Vice President and General Manager,
Marriott International Services,
New Lodge, Drift Road, Windsor,
Berks SL4 4RQ

Victoria and Albert Museum

Assistant Keeper

Silver and Jewellery

... to specialise in English and European silver and jewellery from the eighteenth century to the present day. Work will include advising the Keeper on matters of policy and accession; advising the Export Review Committee, the National Heritage Fund and other grant giving bodies; responsibility for the Jewellery Gallery; administering a programme of small loan exhibitions; recommending occasional commissions; and dealing with enquiries.

Candidates should normally have a degree with 1st or 2nd class honours in Arts History or Arts subject, (others will be considered if they have specialist and expert knowledge of special value). Considerable relevant knowledge and experience of silver and/or jewellery and a good knowledge of 2 modern foreign European languages desirable.

SALARY: as Curator Grade C, £12,815-£18,785, as Curator Grade D, £11,145-£14,440, as Curator Grade E, £9,365-£12,025, as Curator Grade F, £7,315-£9,790. Level of appointment and starting salary according to qualifications and experience.

For further details and an application form (to be returned by 28 November 1984) write to Civil Service Commission, Alencon Link, Basingstoke, Hants, RG21 1JB, or telephone Basingstoke (0256) 468531 (answering service operates outside office hours). Please quote ref: G(36)362.

An equal opportunity employer

SPECTRA-PHYSICS

SALES ENGINEERS LASERS AND LASER SYSTEMS

Spectra-Physics is the world's largest manufacturer of lasers and laser based systems.

Continued substantial growth in the UK requires that we add two key sales individuals to interface with our present and future markets. Ideal candidates must have a record of success gained in a prominent high technology company, together with an excellent academic background.

Previous laser involvement would be preferable.

As industry leader we offer a first class remuneration package for these positions. Candidates should send a comprehensive CV to:-

Mr M S Elliot
Spectra-Physics Ltd
17 Brick Knoll Park
St Albans
Herts. AL1 5UF

BBC

NEWS PRODUCER
RADIO DERBY

To join the newsroom team working primarily on the preparation and production of the station's news output and current affairs programmes, including newsreading, interviewing and reporting. In addition may produce feature programmes and take part in announcing duties. Journalistic experience at sub-editor or reporter level, good microphone voice and current driving licence, essential.

Salary £9,348 - £12,660* Based Derby (Ref. 3721/T)

REPORTERS

RADIO SUSSEX based Brighton (Ref. 3710/T)
RADIO NOTTINGHAM based Nottingham (Ref. 3720/T)

Are you a young ambitious reporter with at least three years' journalistic experience? If so we have vacancies that may interest you. The work is primarily reporting, interviewing, bulletin writing and newsreading. Good microphone voice and current driving licence, essential.

Salary £8,038 - £9,552**

TRAINING SCHEMES

We are now accepting applications for traineeships in 1985. Further particulars are available from BBC Appointments, and completed forms must be returned by 7th December 1984.

Production: Providing 2 years' comprehensive experience of programme production in Television or Radio or External Broadcasting. Successful candidates are likely to be in their 20s, with a good degree and/or journalistic ability, and an informed enthusiasm for broadcasting. Competition is invariably keen, and we are looking for candidates with the potential to take editorial responsibility. (Ref. 6017/T)

Starting salary not less than £8,000 p.a.

News: This well-established scheme provides 2 years' practical training in all aspects of broadcast journalism, both radio and television. Successful candidates are likely to be in their 20s, of good academic standard (degree or equivalent), with a proven commitment to journalism as a career, and relevant experience which suggests a lively interest in broadcasting. (Ref. 3711/T)

Starting salary not less than £8,000 p.a.

Radio Sound Operations: Radio Sound staff are responsible for the artistic and technical operation in studios, continuity suites, and control rooms which supply programmes for the 4 national radio networks and the External Services. Successful candidates will normally be under 25, and will combine artistic flair with technical aptitude, possess a considerable degree of manual dexterity, and have a wide general interest in the arts and current affairs. There is an initial training period of one year. (Ref. 2900/T)

Starting salary not less than £6,000 p.a.

NB: The Local Radio Trainee Reporter Scheme will be advertised in January 1985.

*Plus an allowance of £916 p.a. **Plus an allowance of £537 p.a. Relocation expenses considered.

Contact us immediately for application form (quote relevant ref. and enclose s.a.e.): BBC Appointments, London W1A 1AA. Tel. 01-927 5799.

We are an equal opportunities employer

Health Care Professionals Riyadh, Saudi Arabia

King Saud University, Riyadh opened a new campus in September 1984 which has brought its constituent colleges together in Riyadh, 10 miles north-east of Riyadh.

A Health Centre will cater for approximately 20,000 students and will be operated by the University in conjunction with its main teaching hospital, King Khalid University Hospital.

The following staff are required:

Physicians

General Practice or Family Medicine physicians, 4-5 years' postgraduate experience. Members of Royal College of Physicians or General Practitioners. Prior experience in a Student Health setting desirable.

ENT and Ophthalmology

Suitably qualified and experienced specialists.

Dentists

Suitably qualified with 5 years' postgraduate experience.

Nursing Staff

SRN's with 8 years' experience. Prior experience in a Student Health setting desirable. Previous experience in the Middle East an advantage. Male staff preferred.

Medical Technologists

AIMS certification with 2-5 years' experience in a Stat. Lab. or other high volume multidisciplinary laboratory. Experience with Coulter S plus and Dupont ACA highly desirable.

Pharmacists

Licensed Pharmacists with 3-5 years' in an institutional practice. Bilingual candidates (Arabic/English) preferred.

Radiology Technologists

Certified radiology technologists with 3-5 years' experience in routine and diagnostic radiology.

Medical Transcriptionists

Qualified medical transcriptionists with 5 years' experience. Complete medical terminology and training on word processing equipment.

Benefits for these posts include:

- * Competitive tax free salaries based on qualifications and experience.
- * Free furnished accommodation or housing allowance.
- * Monthly transport allowance (or transportation in lieu).
- * 45-60 days annual paid leave (depending on level of appointment).
- * Round trip airline ticket from domicile to Riyadh.
- * Air freight allowance (for certain appointments).
- * Terminal gratuity after 2 years' service (increased after 5 years).
- * Free medical care. * One year contracts (renewable).

Interested candidates should send full curriculum vitae with supporting documentation to: Health Centre, Mail Box No 8, King Khalid University Hospital, PO Box 7805, Riyadh, SAUDI ARABIA 11472.

with copy of curriculum vitae only to: Mr J Astor, King Saud University Office, 28 Belgrave Square, London SW1X 8QB.

Shortlisted candidates only will be notified of interview arrangements.

A LOAN ADMINISTRATION CLERK

With at least 2 years experience of domestic and Euro currency portfolios (including agency work and re-scheduling procedures) is sought by the city branch of a major West German bank. A competitive salary, good fringe benefits and pleasant working conditions will be offered. Please reply giving brief details of career to date to:-

Box 0350 W The Times

ASSISTANT MANAGER

We are a very busy, expanding Japanese food operator recently opened in London and we urgently need someone to fill this new post. You will be in charge of hotel bookings and negotiations. You should be 28 or over with at least 4 years' experience in the hotel trade. A good knowledge of hotels in Europe would be useful. Salary negotiable.

PLEASE CALL KATE COX ON 01-408 0722

What can science and engineering graduates teach the Royal Navy?

As an Instructor Officer, with a science or engineering degree, the Royal Navy can learn a great deal from you.

It will be your job to provide the training expertise that the Navy needs, at all levels, from elementary to postgraduate.

You'll also equip ratings and fellow officers with the skills they need to handle the sophisticated and complex technology of a modern warship. But don't get the idea that it's all teaching.

There are opportunities for you to develop into a number of specialist fields.

For example, with a science background you could well find yourself being trained to provide the Navy with oceanographic and meteorological forecasts ashore and afloat. Or you could be selected for computer systems training and eventually be instructing and working on advanced computer systems.

As an Officer you will also have an important management role, and be involved in the general organisation of life in the Navy. We'll also ask you to take charge of the general education of serving officers and men. An Instructor Officer's job is a vital one and a starting salary of up to £12,250 will show you how important we consider it to be.

We'll give you plenty of opportunities to enhance your professional qualifications and experience including postgraduate courses and research.

So if you want to make the most of your Engineering or Science qualifications and experience, and you're not looking for a nine-to-five job, talk to us. Opportunities exist for women, as WRNS Officers, to serve as Instructor Officers.

You should have a degree in Engineering, Physics, Maths or Computer Sciences, and be under 34, under 25 for women. You don't need to be a teacher, we'll teach you. For more information, write to Lt Cdr A. J. Prosser, BSc, RN,

Dept. 468, Old Admiralty Building, Spring Gardens, London SW1A 2BE.

Normally you should have been a UK resident for the past five years.



Finance-Based Opportunities

Reading

£13,000/£17,500 Plus car

This company has one of the fastest and steadiest growth rates in the factoring industry. In its 8th year it has a turnover of £150 million and is 40% owned by the Bank of Scotland. It has recognised the importance of combining high technology and a very personalised service and out of this has made a very profitable and sophisticated business - the management of each client's invoices and sales ledger, while simultaneously offering control, consultancy, and of course, cash flow. Planned growth now creates opportunities for two more client managers. Candidates will be aged 26-30, of graduate calibre, ideally qualified in a numerate discipline, familiar with balance sheets and have a commercial 'nose' for broader implications. Of equal importance however, is the demonstrable ability to manage and develop people, recognising their value in a successful service industry company. The prospects are genuine. The fringe benefits too, are excellent and include a non-contributory pension scheme, life assurance, profit sharing, luncheon vouchers and P.P.P.

Candidates should apply in writing enclosing a comprehensive curriculum vitae and quoting reference 2104 to Mrs. Indira Brown, Corporate Resourcing Group Limited, 6 Westminster Palace Gardens, Artillery Row, London SW1P 1RL. Telephone 01-222-5555.

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MIDDLE EAST

CLOTHING MANUFACTURING COMPANY

A large and successful Middle East organization is seeking to fill two positions for its newly built and operational company for the manufacturing and marketing of civilian and military clothing in the Yemen Arab Republic.

1. GENERAL MANAGER

Responsibilities to fully manage all aspects of the company with a current staff of roughly 400, reporting to the Chairman of the Board of Directors.

Qualifications currently General Manager in a clothing manufacturing company experienced in purchasing, production, quality control, marketing and administration. He will be a graduate, fully fluent in English and unlikely to be under 40 years of age.

2. PRODUCTION MANAGER

Responsibilities will be to fully manage the production aspects of the plant, reporting to the General Manager.

Qualifications currently Production Manager in clothing manufacturing plant with at least 10 years experience, familiar with design, circular knitting, cutting, make-up/sewing, job scheduling, piece work/bonus systems, inventory control, etc. He will be a graduate, fully fluent in English and unlikely to be under 30 years of age.

Conditions of employment for both positions include free furnished housing, car, one month annual paid leave (including airfare for self and family), and tax free salary dependent upon qualifications.

Applicants should airmail CV, names and addresses of three professional references to:

EPICORE, S.A.
45 OVINGTON STREET,
LONDON SW3

HEXCEL (U.K.) LIMITED/STEVENS GENIN (LYON) SUBSIDIARIES OF HEXCEL CORPORATION BASED IN CALIFORNIA

TECHNICAL SALESPERSON

To sell the Sports/Filtration/Insulation/Autonomous Markets within the United Kingdom.

Candidate Profile

- 25-30 years
- Self starter currently selling industrial products.
- Good technical comprehension and knowledge of reinforced plastics/resins.
- Fluency in French due to the strong relationship necessary with the manufacturing plant in Lyon.
- Initial training period will be in Lyon.
- Future opportunities abroad are a distinct possibility upon successful completion of current tasks.

Compensation will be salary plus incentive related earnings. A company car is provided, together with normal large company benefits. Apply in first instance to:-

THE MANAGING DIRECTOR,

Hexcel (UK) Limited,
Catherine House,
63 Guildford Road,
Lightwater, Surrey.

AL MUKAIRISH FOR SHIPPING MARINE BROKERAGE

Invites applications from suitably qualified and experienced persons for the post of

INSURANCE MANAGER

at their office in Athens. Potential candidates should be experienced in Maritime claims. Excellent salary, negotiable.

One year contract renewable. Single or married status. Age 30-40 preferably.

Immediate initial interview for prospective candidates to be held in London on Friday 9th November, 1984.

Please contact D. Mallard, Telephone 722-6885 or 586-8885 or 482-2248, preferably between 8.00 am - 10.00 am.

Applications with CV and photograph and names of 2 referees should be sent to Mrs D. Mallard, 33 Buckland Crescent, Hampstead, NW3 6DJ.

مركز الامن

HORIZONS

The Times guide to career development

Putting a price on your head when considering offers

How you value - and price your services is going to have a vital influence on your future career development. Too high and you will be in danger of pricing yourself out of the employment market. Too low and you will find it difficult to maintain your standard of living. So, how much are you worth? How can you find out? How should this influence you when you are negotiating or evaluating a future salary package?

Your present salary provides a useful starting point, though it should not necessarily be taken as representative of what you could be earning. Ask yourself a few basic questions about how your income is calculated. What basic salary are you paid annually? How is it calculated (by time, by performance, by project)? Does it form part of a graded salary structure, or was it negotiated separately? If it was negotiated separately, what factors did you take into account when evaluating the offer? What perquisites (perks), fringe benefits or incentive schemes come with the salary? How much are they worth? Taking them into account, how much are you paid per month, per week and per day?

Checking other people's pay

Most importantly, how much would you lose by changing your job? Fringe benefits and perks now account for a significant proportion of most remuneration packages and the majority are not transferrable. This particularly relates to pensions, but also to life assurance, private health and mortgage loan schemes.

If you conclude that you are not receiving the right remuneration it is a good idea to compare the salaries offered to equivalent personnel in your field - and there are a number of sources which you can use:

Personal contacts. It is likely that you have become acquainted with opposite numbers in other companies and it is worth taking them aside on a suitable occasion and asking whether they would be prepared to reveal their remuneration package. You may find that they are equally interested in

Michel Syrett explains how to assess your value in the job market

comparing notes and probably for the same reason. Particular good venues for this are trade exhibitions or conferences.

Recruitment advertising. Regularly read the classified columns of the quality national newspapers and relevant trade and professional journals to discover the salaries and benefits being offered in jobs similar to your own. The editorial pages of trade journals should also provide some clues to the value placed on personnel within your field.

Employment agencies. Even if you are not actively looking for another job, registering temporarily with a suitable agency will help you learn about the positions being offered and the terms. Information on the agencies most relevant to your needs is available from the Federation of Personnel Services, 120 Baker Street, London W1M 1LD.

Salary surveys. These are most objective and effective way of comparing salaries and the best known of these include *Survey of executive salaries and fringe benefits* (published annually by the Salary Research Unit, Inbuscon Management Consultants, Knightsbridge House, 197 Knightsbridge, London SW7 1RN); *Reward* (published bi-annually by Reward Regional Surveys, 1 Mill Street, Stone, Staffordshire ST15 8BA); and *Salaries in Accountancy and Banking* (published bi-annually by Accountancy Personnel, 63/65 Moorgate, London EC2R 6BH).

Many of the methods above assume that you are currently employed, but can be used if you are without full-time paid work. Former business contacts can still provide clues, and you may have the added advantage of being able to take on temporary or contract work in a wide range of companies to gain an inside knowledge of salaries and perks on offer.

When it comes to assessing or negotiating your pay and benefits there are a number of factors you should take into account.

Human resource is a commodity which fluctuates like any other and an employer's value of your potential is going to be largely based on the current availability of the skills, knowledge and experience you can offer. If you find that applicants with your experience are fairly common and you still aspire to a higher salary, you may have to consider enhancing your commercial desirability by further training or education. This can often prove a question of merely supplementing a commonly-held skill with one which is more rare. For example, a working knowledge of two or three languages could have a marked difference on your prospects in a company which has regular business overseas.

Fringe benefits boost income

The basic salary only forms one part of a much larger remuneration package. A substantial number of fringe benefits attach to professional and management positions and these can boost your real income by up to 50 per cent. When considering offers, bear in mind the value of a company car, subsidised commuting, subsidised meals, subsidised leisure activities, company mortgage, health insurance, bonus, incentive and profit-sharing schemes.

Perhaps most important of all, you should take care to balance material advantage against career development and inner fulfilment. In certain circumstances, a position offering a larger salary can prove a blind alley in terms of career development. Bear in mind what skills, training and experience the employer is in a position to offer - a factor which can prove as valuable in the long term as the financial incentive.

In particular, bear in mind the nature of the work and the condition under which you will be expected to perform it. Provided that the income you receive covers your cost of living, a job paying £10,000 a year which you really enjoy and find fulfilling is worth far more than a job you hate that pays £20,000 a year.

MANAGER Required For FUR COMPANY

DUTY: To develop and expand the FUR Company in the UK and abroad. To purchase fur and negotiate with buyers / sellers from various countries. To operate the London Office of the FUR COMPANY.

REQUIREMENTS: In addition to the general administrative skills, the applicant must be able to speak and write good English and Chinese (Mandarin). A little knowledge of Japanese is an advantage. The ideal candidate will have experience in fur trade for at least 4 years and have knowledge in buying and manufacturing of fur garments, including the fur trade. The successful candidate will not be less than 30 years old and must be a native speaker of English. For appointment, please call 01-434 2884 for appointment.

EXCLUSIVE W1 Women's Boutiques

Requires experienced part-time buyer. Through knowledge in retail, fashion, VAT, including import regulations, design, buying, negotiation. Approx. 30 hours per week. Please apply to: W1 Women's Boutiques, 100 Regent Street, London W1B 4UL. Tel: 01-434 2884.

ELIZABETH DAVID LTD

Require a manager/ess for their kitchen shop in London SW1. Candidates must be fully experienced in retailing and management of staff. An interest in cooking and good knowledge of kitchen equipment is essential.

Ring Mrs Hammond 01378 7891

MATURE WARDEN with career development. Position requires: 35 years experience in the care of the elderly. Must be able to manage staff, administrative ability and flexibility. Self-motivated, energetic, and a team player. Own transport an advantage. Apply to: The Chairman, Sherbrook House, 14th Street, Sherbrook, Reading, RG2 9AT. Tel: 01865 521111. Please send CV to the first instance to Box 1045W, The Times.

ONE OF LONDON'S leading Mobile Discographies requires part-time Disc Jockey to cover for the Christmas season. We are looking for young people with a love of music and have a clean driving licence. Please send CV to the first instance to Box 1045W, The Times.

MATURE RELIABLE PERSON required to manage small Indian fashion boutique, V.C.I. (Victoria's Secret). Good salary. Box 1045W, The Times.

PERSONABLE and without prejudice immediately required for new Indian shop, class, class, class. Salary £20,000-25,000. Tel: 01-250 1195.

General Appointments

CJA

RECRUITMENT CONSULTANTS

35 New Broad Street, London EC2M 1NH
Tel: 01-588 3588 or 01-588 3576
Telex No. 887374

Prospects exist for a Directorship in 24-48 months

ESSENTIAL OILS TRADER

PARTICULARLY ATTRACTIVELY STRUCTURED PACKAGE

INTERNATIONAL GROUP OF PRODUCERS AND TRADERS

We invite applications from Essential Oils Traders, aged 28-45, who have acquired a minimum of 5 years successful practical broking experience in essential oils. Reporting will be to the General Manager and responsibilities will cover the profitable buying and selling of the full range of essential oils between producers, involving significant 'in-house' group production. Some overseas travel will be necessary. Market knowledge and the capacity to arrange appropriately structured contracts is important. A particularly attractive remuneration package is negotiable + car, contributory pension, life assurance, assistance with removal expenses if necessary. Applications in strict confidence under reference EOT16160/TT will be forwarded unopened to our client unless you list companies to which they should not be sent in a covering letter marked for the attention of the Security Manager:

CAMPBELL-JOHNSTON RECRUITMENT ADVERTISING LIMITED, 35 NEW BROAD STREET, LONDON EC2M 1NH.

A key appointment - scope to become Financial Director in 12-36 months

FINANCE CONTROLLER - INTERNATIONAL OPERATIONS

£20,000-£27,000

MAJOR INTERNATIONAL TRADING AND MANUFACTURING GROUP

Applications are invited from Chartered Accountants, preferably fluent in French, aged 25-35, who have acquired a minimum of 2 years international financial experience, involving implementation and the up-date of financial reporting systems, investigations into acquisitions and financial planning. The successful candidate will report to the London based Group General Manager and will be responsible for protecting the Group's investments through good financial management, covering the consolidation of monthly returns, evaluating currency risk exposure and carry out task force investigations and potential acquisition investigations. Up to 25% away travel will be necessary in Continental Europe and the USA. The capability to produce excellent intelligent and interpretative analysis is important. Initial salary negotiable, £20,000-£27,000 + car, contributory pension, assistance with removal expenses if necessary. Applications in strict confidence under reference FC10079/TT, to the Managing Director:

ACCOUNTANCY & LEGAL PROFESSIONS SELECTION LIMITED, 35 NEW BROAD STREET, LONDON EC2M 1NH. TELEPHONE: 01-588 3588 or 01-588 3576. TELEX: 887374. FAX: 01-638 9216

Please only contact us if you are applying for one of the above positions

TAXATION

PLANNING

ACCOUNTING

What's the financial strategy for your future?

Food for thought:

At the foot of this advertisement are some facts and figures about IBM United Kingdom. Enough, perhaps, to set the minds of qualified accountants, graduates or those with relevant qualifications thinking about the size, scope and sheer diversity of a company which is a leader in its field.

Finance professionals, working at IBM UK's headquarters in Portsmouth, have a far-reaching influence on our development in a fast-growing industry, their expertise contributing significantly to current success and growth.

The scope in Finance is such that, no matter which area you join, there will be plenty of opportunity for you to progress, as and when you're ready to do so. Come and join us, initially in one of the following areas:

FINANCIAL PLANNING

This is an excellent opportunity for men and women with vision and talent to move ahead. You'll step directly into a key financial role, becoming closely involved in the company's UK activities and helping contribute to its corporate development.

In this dynamic field we're looking for experience of financial planning, ideally gained in a large multinational organisation. Good communication skills and the aptitude to take advantage of a first class DP environment are essential.

TAXATION

If you're looking to develop a progressive career in Tax then this could be ideally suited to your ambitions. The work covers a wide range of tax and duty, including US tax, allowing those with flair, ability and drive to learn quickly on special projects and new business.

You should ideally be a Chartered Accountant or be studying for your ATII, and have some relevant experience. How far and how fast you progress is entirely up to you in a department with plenty of scope for development.

ACCOUNTING

In a company where both revenue and the number of employees is growing at an exceptional rate, the need for fresh approaches to accounting, for people with the ideas and energy to make a practical contribution to its development, is increasing.

Working with the latest systems, we're looking for accountants (or those with equivalent qualifications) who have between 2 and 5 years' industrial experience and have gained the business acumen to promote new initiatives and impress management with their effectiveness.

For all these positions we offer excellent salaries, reflecting your experience and qualifications, supported by a wide range of benefits which includes a contributory pension scheme, free life assurance and BUPA membership.

Please write, enclosing a comprehensive C.V., to Valerie Wills in the Personnel Department at IBM United Kingdom, Limited, PO Box 41, North Harbour, Portsmouth, Hants. Applications to be received by Friday, 16th November.



- 16,000 jobs in over 40 UK locations
- Two manufacturing plants
- Development laboratory west Wiltshire
- An equal opportunity employer
- £745 million exports in 1983
- £146 million invested in UK in 1983



CARLESS EXPLORATION LIMITED

GEOLOGISTS & GEOPHYSICISTS

Carless is seeking to recruit experienced personnel to join its successful exploration team in London. An extensive exploration drilling programme in licences between Dorset and East Sussex is anticipated during the next three years as well as the development drilling programme at the Humble Grove Oilfield in Hampshire during 1985/86. These positions afford the opportunity to be involved in all aspects of our operated ventures.

GEOLOGIST

Candidates should have an Honours degree in Geology and about 4 years experience in wellsite geology, preferably with a major oil company. A good grounding in mud-logging and electrical-logging supervision and interpretation is considered essential. Recent involvement in prospect generation and evaluation would be an advantage. The successful applicant will be responsible for supervision of wellsite geological operational aspects of an active exploration drilling programme in Southern England.

PRODUCTION GEOLOGIST

The successful applicant will be responsible for the geological aspects of the development of the Humble Grove Oilfield, Hampshire. Development drilling is scheduled to begin in February 1985. Candidates should have an Honours degree in Geology with 4-6 years experience with a major oil company. Recent experience with development projects would be an advantage particularly involving carbonate geology.

Career progression is assured through development of Carless, other onshore discoveries and our increasing involvement in exploration in the North Sea and other parts of the world.

These positions carry a high level of responsibility - a first class remuneration package with all the usual benefits including a company car is offered.

Candidates should send their application, together with a résumé, to Carless Exploration Limited, 90 Long Acre, London WC2E 9RD, for the attention of Mr M. Bilbo, Exploration Manager.



GEOPHYSICIST - SEISMIC INTERPRETATION

Candidates should have an Honours degree in Geology/Geophysics and at least 5 years experience with a major oil company. The post involves interpretation of seismic surveys in 2D operated on-shore UK licences, planning of additional surveys and review of results following exploration and development drilling. Experience in computer-assisted mapping, seismic acquisition and processing is essential.

GEOPHYSICIST - INTERPRETATION/ OPERATIONS

Candidates should have an Honours Degree in geology/geophysics and about 4 years experience in both land and marine seismic surveys with a major oil company as well as a sound background in seismic interpretation. The post involves planning and supervision of Carless' land seismic acquisition and processing, VSP surveys and a substantial contribution to the interpretation of the results.

Peters Music Shop

Applications are invited for the position of Manager of this shop from which Mr John Neville Usher will retire on 28th January 1985. The shop is at 119-125 Wardour Street, London W1, and its activity is the retail sale of printed music and books on music by all publishers.

Applicants should have extensive catalogue knowledge of classical music, and experience of staff management and buying in the retail trade.

Please write, enclosing C.V., to Mr J. Dyer, Peters Edition Limited, 10-12 Backles Street, London N1.

EXECUTIVE ASSISTANT

An excellent opportunity for a college leaver or person with limited experience to develop their skills whilst contributing to an important, often confidential financial. Word processing, accurate shorthand/typing and an orderly approach to work are sought.

Some legal experience an advantage. Please apply, quoting reference 56, to: John Forsyth, Personnel Director, Maxwell House, Tel. No. 01-377 4892.



The British Printing & Communication Corporation PLC, 74 Worship Street, London EC2A 2EN. (No agencies please)

ICMA

THE INSTITUTE OF COST AND MANAGEMENT ACCOUNTANTS Incorporated by Royal Charter

TECHNICAL OFFICER LAW & PARLIAMENTARY AFFAIRS

This is a new appointment. The Technical Officer will assist the Director on legal and regulatory matters concerning company law, company taxation and accounting standards, service companies and working parties, and liaise with other bodies, including ACC and ICA.

The successful applicant will be a graduate with a relevant professional qualification, capable of clear expression both orally and in writing.

Commencing salary c £10,000 pa. Please apply in writing, with CV, to the Personnel Officer, ICMA, 60 Portland Place, London, W1N 4AB.

MARKET RESEARCH INTERVIEWING

RESEARCH SERVICES LTD (JURGEN MARKETING)

Station House, Harrow Rd, Wembley Middlesex HA9 6SE. We have vacancies for experienced and inexperienced part-time interviewers in this area. Full training will be given. Car and telephone essential. Work is varied and interesting. Applicants should be free to work during the day, some evenings and occasional weekends. If you are interested in this type of work, write to:

JOAN PREMET, Field Director at the above address or leave your name and address on our answer phone 01-465 6252 and we will send you an application form.

CHAUFFEUR

Rolls Royce trained

An experienced and trustworthy Chauffeur is required for the Chairman of a major British Company. Candidates must hold a clean current driving licence and have a minimum of ten years chauffeur experience with preferably an Advanced Drivers Certificate. The position, based in Central London, with a pick up point in North London, commands a salary in excess of £10,000 p.a. with overtime. A licence is provided as well as transport for private use. Applicants must be prepared to work long hours on a regular basis. Applications should be made in writing giving details of previous experience to Confidential Reply Services, Ltd, DBE 9025, Austin Knight Limited, London W1A 1UG.

Applications are forwarded to the client concerned, therefore companies in which you are not interested should be listed in a covering letter to the Confidential Reply Supervisor.

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